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An **INPUT** Study for
NTT Data

**Identification of
Internet Commerce Products and Services**

March 23, 1998

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Report to NTT Data on the Identification of Internet Commerce Products and Services

Introduction

This report consists of the following sections:

- This *Introduction* discusses our methodology and findings and offers some observations on the findings.
- *Table 1: I-Commerce Products* and Services* summarizes the findings in table form. The table is currently sorted by Category and secondarily by Vendor, but this is a Word (for Office '97) table and it can be sorted and presented by any column. Also, the Web site URLs are *hot*—the user can click on the URL and connect to the site.
- *Individual I-Commerce Vendors and Their Products*. This section, an expanded version of the summary table, lists vendors alphabetically and offers a more detailed overview and description of the products.
- *Table 2: I-Commerce Web Research Resources*. This brief table summarizes the best sources on the web we could identify for research into I-Commerce. It also contains connectable URL listings.
- *Web-site print-outs*, which can provide additional information and show how the vendor is presenting the products.

Summary of Scope and Objective

The objective was to provide information on at least 50 products and services offered for Internet Commerce, concentrating primarily on US products and services. We proposed to identify the phases of the commerce cycle at which the products were targeted, and for each product we would also provide a brief description, the vendor name and contact information, and a web-site if available.

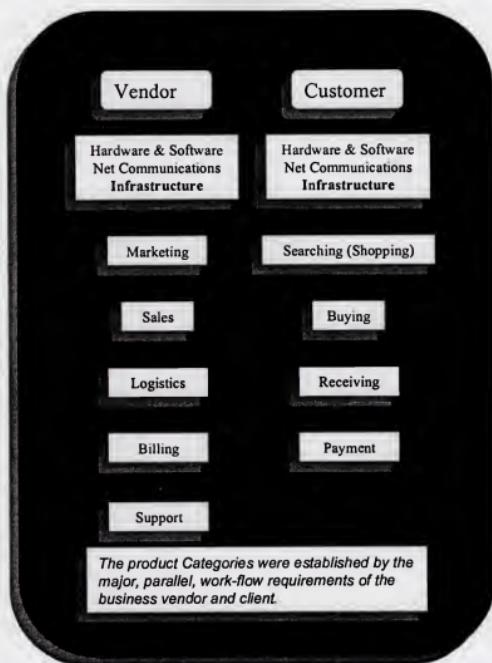
Methodology

The search was conducted nearly entirely on the web, through the use of search engines such as HotBot and Yahoo and through identification of key web sites—I-Commerce associations and electronic magazines, for example—that contain links to I-Commerce vendors and products. Two sites that were especially useful were *All E-Commerce* and *Net Commerce*. These and other sites are summarized in *Table 2*.

To establish product categories, we re-analyzed the commerce cycle phases for the *Business Customer* as well as the *Business Vendor*. The graphic at the top of the next page summarizes our analysis of these parallel cycles. We used the phases shown in the

* In this report, we use *I-Commerce* interchangeably with the more widely used term, *E-Commerce*.





graphic as Product Categories in identifying which phases the product targeted. Needless to say, many products target more than one phase.

Figure 1. The product categories represent targeted phases of the commerce flow.

Summary of Findings

As summarized in *Table 1*, Fifty-eight vendors marketing well over 100 I-Commerce products were identified.

The Distribution of Products into Categories

As the search progressed, we found a heavy preponderance of "Web Store Front" or "Internet Catalog" products geared to setting up a retail sales presence. We might have identified 50 of this category alone, ranging from "Rent-a-Store-Front-From-Us" instant,



cheap solutions to full major packages of large hardware servers plus software infrastructure to help medium to large retailers enter into I-Commerce.

We chose to modify the search to attempt to include a wider variety of categories and avoid listing only Sales and Infrastructure products to the exclusion of others. We found products in all categories. Nevertheless, on the Vendor side certain categories are heavily represented: sales, logistics, billing, and infrastructure. The Support category is sparse, and we also found few products that targeted Marketing, which is still largely dominated by consulting services, not software products.

On the Customer side we found a few products for searching (shopping) and procurement generally. We could not find a Receiving product as a primary category, though some Procurement products may also cover receiving.

The "heavy-hitters"—the largest organizations focusing on I-Commerce, such as IBM, Microsoft, Sun, Hewlett-Packard, and others—seem to focus on primarily on Infrastructure, on hardware and software servers, databases, transaction processing, security and other basic structures. The secondary focus of these giants is on (a) web store-front commerce (Sales) and (b) intranet business-to-business structures and solutions (Logistics) generally.

Many smaller players are focusing on particular niches, including variations on store fronts, industry-specific solutions, industry specific databases, etc.

About the Product Grouping and Descriptions

Generally, in the summary table (*Table 1*), a vendor's products are grouped together unless the products is distinct or unique (that is, distinctly different from other products by the same vendor or distinctive in a representing a category or niche).

In the *Individual I-Commerce Vendors and Their Products* section, we offer a "Vendor Description" of the products. Unless otherwise noted, this description is an edited version of the vendor's presentation on the web site. The exceptions include recent press reports giving recent news of on significant products. The "Vendor Description" varies somewhat, depending on the nature of the vendor:

- When the Vendor represented a single product or simple set of related products, we provide a description of those products. (E.g., CyberCash, Mini-Vend, Cart32)
- When the Vendor is a larger concern primarily involved in an large array of I-Commerce products or services, we attempted to offer an overview of the range and scope of the products involved. (E.g., Sterling Commerce, Harbinger.)
- Where the Vendor is a giant with far too many products to attempt to summarize, we attempt to focus on an overview of the company's products or range of products most closely targeting the I-Commerce client. (E.g., IBM, Hewlett-Packard, Sun, Digital.)

Comments about the Findings

This research tends to confirm what one might assume about a young industry: (1) that many resources are going into building and improving the infrastructure, and that



specific products are in a *generalist* stage, at least for niches other than financial commerce. The few identified niche products tend to be large-industry based, focusing on, for example, vehicle parts, shipping and freighting, or utility companies.

We found no small-business, niche-oriented products: no "Create Your Own on-line Delivery Restaurant," for example, or "Create Your Own On-Line Hardware Store," or "Put Your Local Courier/Delivery Service On-Line". Of course, our research was limited in time and scope, but at least it may be said that if these types of products are out there, they are not easy to find.



Table 1. I-Commerce Products and Services, sorted by (a) Category and (b) Vendor

<p style="text-align: center;"><i>Keys to Categories:</i></p> <p>Vendor oriented: Marketing, Sales, Logistics, Billing, Support, Infrastructure</p> <p>Customer oriented: Searching (shopping), Buying, Receiving, Payment, Infrastructure</p> <p>When there is more than one category for product(s), dominant or main category is shown first.</p>			
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Category	Product(s)	Vendor	Brief Description	WEB Site
Billing	CyberCash	CyberCash	Credit Card transaction processing	http://www.cybercash.com
Billing	VisualCash	WIZ-TEC	Credit Card Authorization, processing	http://www.cadvision.com/Home_Pages/accounts/wiztec/
Billing, Sales	Numerous niche software products	CheckFree Corporation	Target financial instrument software -- the "Mortgage Originator," "Construction Lender", "Lease-Trac"	http://www.checkfree.com/ss/index.html
Buying, Logistics, Sales	Trade'ex Procurement Trade'ex Distributor Trade'ex Market Maker Trade'ex Hosting	TRADE'ex Electronic Commerce Systems, Inc. - Home	MRO (Maintenance, Repair, and Operational) Procurement. Other products to distribute, to create wholesale markets.	http://www.tradeex.com/
Buying, receiving, payment	Pecos.procurement	Elcom Systems	Procurement system	http://www.elcom.com/pecos.html
Buying, Receiving, Payment	QRS Keystone	QRS Corp	Retail catalog database open to sellers and buyers	http://www.qrsi.com/products/keystone.html
Buying, Searching, Receiving, Payment	TPNPost, TPNMart, TPN, Government Bid Board. TPN = Trade Processing Network	(GEIS) GE Information Services	Series of products geared to shopping: soliciting requests for bids or quotes; requisitioning system and electronic P.O.s. Companies can browse, bid, buy and receive orders electronically using the Government Bid Board	http://www.geis.com/html/intelidx.html http://www.geis.com/html/prodidx.html http://www.geis.com/html/rxmidx.html



Category	Product(s)	Vendor	Brief Description	WEB Site
Buying, Selling	pcOrder Electronic Commerce Platform	pcOrder.com, Inc.	Shopping and selling of PC products only. "Join the 10,000 computer sales representatives, procurement officers and corporate customers who utilize the pcOrder™ platform to shop for computer systems and components, access enhanced product information and place orders online. By partnering with major computer manufacturers, distributors and resellers, pcOrder has developed and deployed an independent electronic commerce system for use by the entire computer industry."	http://www.pcorder.com/
Buying, selling, logistics, billing	BuyerX, CommerceXpert suite of projects that are "Enterprise Solutions"	Netscape	Purchasing management software, sales software, various applications	http://home.netscape.com/comprod/at_work/index.html http://home.netscape.com/comprod/at_work/index.html http://home.netscape.com/comprod/at_work/index.html
Infrastructure	Cold Fusion	Allaire Corp	Server software geared to e-commerce applications	http://www.allaire.com/products/
Infrastructure	Intershop Commerce	INTERSHOP Communications Inc.	Geared to legacy systems: INTERSHOP Corporate is a technology framework used by our Professional Services Division to create custom-built, high-end eCommerce solutions for Global 2000 customers like Hewlett Packard, Siemens, and Deutsche Telekom. INTERSHOP Corporate integrates with high-end legacy systems such as SAP R/3 and can link into several EDI standards, including ANSI X.12 and EDIFACT. It is based on open, scalable technology and runs on several database systems including Sybase, Oracle, Informix, MS SQL Server and DB/2.	http://www.intershop.com/



Category	Product(s)	Vendor	Brief Description	WEB Site
Infrastructure	MicroSoft Site Server Commerce	Microsoft	Enterprise-geared site server application. Microsoft is establishing partnerships with others, such as NCR and Digital, in e-commerce applications. For an example, see Digital's individual listing.	http://www.microsoft.com/siteserver
Infrastructure	Netscape Application Server	Netscape	Purchased from Kiva; application server	http://home.netscape.com/comprod/server_central/kiva/index.html
Infrastructure	Netscape Suite Spot Enterprise Suite	Netscape	File and site management	http://home.netscape.com/comprod/server_central/product/suite_spot/index.html
Infrastructure	Java Application Server for Enterprise; large number of hardware and software products	Sun	Java language enhanced to include business logic. Sun is already leader in selling web servers. Basic infrastructure: Servers, peripherals; programming languages	http://www.sun.com/products-n-solutions/
Infrastructure, Logistics	Rialto	Control Data	"Rialto is Control Data's electronic marketplace - a series of solutions for business and government institutions who want to inject global intelligence into their intranets and transform these technology-driven resources into business-driven infrastructures."	http://www.cdc.com
Logistics	AbleCommerce Builder, AbleCommerce Developer	AbleCommerce	Tools for developing e-commerce applications, building store fronts, etc.	http://www.ablecommerce.com/
Logistics	BroadCast	Broadcast Software Distribution	Software sales distribution over the web-- allows download and key unlocking	http://www.broadcastsoft.com/
Logistics	Alpha Series, Virtual Store	Digital	Computer servers as "enterprise solution" solutions partnering with Netscape, Microsoft, etc.	http://www.digital.com/internet/ http://www.digital.com/internet/servers/index.html
Logistics	Pecos.net	Elcom Systems	Development of sales, web site, etc.,	http://www.elcom.com/pecosm.html



Category	Product(s)	Vendor	Brief Description	WEB Site
Logistics	FLEX-meter, FLEX-wrap, others	Globetrotter Software, Inc	Series of products geared to packaging and selling software, including usage-meter product, licensing product, etc.	http://www.globes.com
Logistics	E-World: E-Commerce, E-Consumer, E-Business	Hewlett-Packard	Through subsidiary Veriphone, E-Commerce will provide secure transactions and socket-layer management. HP has numerous other hardware and software products. E-Consumer will allow users to download cash via phone to a Smart Card.	http://www.hp.com/computing/sitemap.html
Logistics	IMPAC Technology - Complete Order Fulfillment	IMPAC	<p>"ORDER MANAGEMENT AND DISTRIBUTION SERVICES</p> <p>The IMPAC order system is seamlessly integrated from the point of origin through pick, pack and final distribution. Customer orders are received by phone, fax, mail or electronically, converted to a common order format for validation and settlement, and processed easily and on-time. The IMPAC product distribution center provides warehouse operations with complete inventory management and control. Our pick and pack department will handle all your product distribution requirements - from single unit fulfillment to bulk shipments - worldwide."</p>	http://www.impacweb.com/orderfulfillment.html
Logistics	DigiBox	Intertrust Technologies Corp	Electronic Safety Deposit box for digital documents	http://www.intertrust.com/products/flow.html
Logistics	Group of products	Itron	Niche: hardware and software for utilities meter-reading and billing systems	http://www-external.itron.com/prodserv/odserv.html
Logistics	Several Products	Sterling Commerce	Advanced, secure transaction processing software,	http://www.stercomm.com/products/



Category	Product(s)	Vendor	Brief Description	WEB Site
Logistics, buying	ARISE, Plus, EMPART	ARI	Parts catalogs, ordering systems, and customer management software	http://www.arinet.com
Logistics, Buying	TradeSolutions	Integrated Trade Systems, Inc	Shipping industry software	http://www.tradesolutions.com/
Logistics, Buying, Receiving, Infrastructure,	Freightdata 2000 for Windows 95 and Windows NT freight forwarding software	Freightdata	Suite of Shipping/Freighting products: "Generally, The Freightdata 2000 software product is a desktop operating system for Freight Forwarders, Shippers, Exporters, Brokers etc and the Tariff Quote software product is an add on designed for anyone who needs to be able to quickly quote local or international tariff rates (eg: Shippers, Transport Brokers, Couriers etc), however there are many customers in Shipping, Forwarding and Transportation that use both products together on their PC or Network."	http://www.freightdata.com/homepageusa1.html
Logistics, Sales, Billing	WebOS™, WebShop, etc	Adhesive Software, Inc. -- PRODUCTS	Suite of products to produce a web site with chat areas, etc., and to build database and sell products with transaction software .	http://www.adhesive.com/WebOS/omf/objects/products.html
Logistics, Sales, Billing, Infrastructure,	IBM Net.Commerce, IBM DB2 Universal Database IBM Visual Warehouse IBM Net.Data IBM DataPropagator IBM MQSeries IBM Transaction Server IBM ADSM	IBM	Hardware and software. E-commerce products generally focus on gearing to Windows NT.	http://www.software.ibm.com/commerce/net.commerce/ http://www.software.ibm.com/commerce/net.commerce/ http://www.ibm.com/e-business/
Logistics, Selling, payment,	Numerous products	Maagnum	Numerous products from outsourcing ecommerce web sites to products to build the sites	http://www.maagnum.com
Marketing, Infrastructure	Various services and products	EDS	Large e-enterprise marketing planning, system development and implementation. With BAMS, is developing a telephone based tax-payment by credit card system.	http://www.eds.com



Category	Product(s)	Vendor	Brief Description	WEB Site
Marketing, Logistics	Customer-Cast	Customer Cast, Inc	Development & Marketing software and consulting: "Working with you on your information requirements, we design a survey using state-of-the art Internet technology for information collection, analysis and display. CustomerCast's marketing research and analysis experts help you set up an automated information system to effectively obtain, analyze and take action on critical information on an on-going basis."	http://www.customercast.com/
Marketing, Logistics,	QRS Catalyst, QRS Horizon Planning	QRS Corp	Inventory management, predicting buyer needs	http://www.qrsi.com/products/catalyst.html
Marketing, Support, Logistics	NetPresentation NetSeminar NetInterview NetEvent, etc.	E.N.A.N. (Education News and Entertainment Network)	Products to create presentations, seminars, interviews, events, etc. over the NET -- for marketing at trade shows, education, etc.,	HTTP://www.enen.com/
Payment	CyberCash Secure Internet Payment Service	Cybercash	CyberCash enables electronic commerce by providing a safe and convenient Internet payment service. The consumer uses virtually any browser to shop on the World Wide Web. The CyberCash Secure Internet Payment Service facilitates the purchase of goods and services by using major credit cards.	http://www.cybercash.com/cybercash/about/set.html
Payment	IP*edi.link	IPNet Solutions (tm)	"IP*edi.link provides a low-cost and reliable framework for secure electronic commerce over the Internet. "IP*edi.link takes advantage of low-cost Internet standards to provide the reliability and security of traditional EDI solutions while dramatically lowering the costs of entry and operation. IP*edi.link can actually reduce EDI expenses by as much as 90% when compared to Value-Added Network (VAN) usage fees."	Http://www.ipnet-solutions.com/customer.html
Sales	TAKEVISAMC	Emerson Gerard Associates (EGA)	RENT WEB STORE SPACE. "Increase sales 70%, rent electronic commerce software for a couple of months, try it!"	http://www.eqainc.com/visamc/



Category	Product(s)	Vendor	Brief Description	WEB Site
Sales	A number of products, from store fronts to cross-platform to custom industry-based products	Harbinger	Numerous products: Web Store Front, ordering system. Focuses on being "off the shelf" with a "few simple questions." Custom Industry-based software. Cross-platform products.	http://inp.harbinger.net/products/version11/vers11_factsheet.htm
Sales	Intershop Online Intershop Mall	INTERSHOP Communications Inc.	Store Front software and Internet Mall software	http://www.intershop.com/
Sales	Make-a-Store - Your E-Commerce Solution Provider	Make-a-Store, Inc.	Web store front. Make your own store - absolutely no programming needed....	http://www.make-a-store.com/
Sales	Cart32 v2.5 CGI Shopping Cart System for Windows 95 and Windows NT Web Servers	McMurtry / Whitaker & Associates	Web store front, shopping cart system	http://www.cart32.com/
Sales	Softcart	Mercantec	Web store front with lots of separate modules for various add-on functions	http://www.mercantec.com/
Sales	Minivend	Minivend	Web store front FREEWARE! MiniVend is a full-featured electronic catalog system (commonly known as a shopping cart) that can be set up with multiple catalogs and as a Mall. It provides an interface complete with SSL security and database support. MiniVend is freely-redistributable under the GNU General Public License. It runs on Unix and 32-bit Windows -- Mac support is not available.	http://www.minivend.com/minivend/
Sales	NetCart	NetCart	Web Store Front/Catalog	http://www.netcart.com/
Sales	Checkout 3.0 PRO	NOW! Tools	Web store front shopping cart	http://checkout.giaco.com/CheckoutPro/



Category	Product(s)	Vendor	Brief Description	WEB Site
Sales	Transact 4	Open Market	Business-to-Business sales. "Transact implements industry best practices for the entire Internet commerce cycle. In fact, Transact supports some of the most successful Internet commerce sites on the Web, including AT&T, Barclay's Bank, Time Warner Pathfinder, and Disney. Moreover, Transact supports the full range of business models — business-to-business, business-to-consumer, and information commerce — and allows businesses to offer physical goods, digital goods, and subscriptions. Delivered as an enterprise application, Transact can support every business without long and risky programming projects.	http://www.openmarket.com/transact/datasht1.htm
Sales	ECStore - Electronic Commerce Store; REAP (Retail Alliance Partnership)	Quinn Communications, LC	Web store front at your web site, or REAP benefits of having store front hosted elsewhere	http://www.ecstore.com/
Sales	WebStore 400/400CS - Perl Shopping Cart Software	VailSoft	Web Store front for UNIX systems with PERL	http://www.ratite.com/Perl/WebStore.shtml
Sales	NetLink	Virtual Shopping Cart	Web Shopping Cart	http://www.netlink.net/cybernet/cybernet.htm
Sales, Billing	Merchant Manager	AccessPoint Corp	Web store front "all in one" solution. "Merchant Manager is a total online business management and payment capture system developed by Accesspoint Corporation. Merchant Manager's advanced methods of implementing electronic commerce on the Internet combine the strengths of many different software solutions into one powerful, integrated online environment. In a word, Merchant Manager puts you in control of the most affordable and powerful suite of on-line business management tools available today."	http://www.merchantmanager.com/x-overview.html



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Able Solutions

Products

AbleCommerce Builder, AbleCommerce Developer

Categories

Logistics

Contact

<http://www.ablecommerce.com/>

Able Solutions Contact Information:

Fax: 360-687-2348

Webmaster@AbleCommerce.com

Sales, 360-687-6064 or Info@AbleCommerce.com

Vendor's Description

Able Commerce Builder

The flexible and economical online merchandising system that allows merchants to quickly generate single or multiple stores that integrate product databases with the Web and accept secure sales transactions over the Internet.

- Retail Shopping - Order a single item or many at a time, simple turn-page navigation, user tracking, and international support.
- Checkout - Editable and Intuitive shopping basket functions include built-in checksum for credit cards and supports secure real-time payments. Six Payment Options are already included: Visa, American Express, MasterCard, Discover, fax-in, call back and the merchant may also add other options.
- Online Administration - Add your product inventory with 3 possible levels of hierarchy, easily make global site changes, customize page settings, create multiple auxiliary pages, duplicate databases, customize shipping and taxes, and check your new orders here.
- Replybuilder - Create custom forms on-the-fly, guest books, and auto-email responders for your customers. No database changes needed to design large complex custom forms with Replybuilder.
- Multiple Domain - Full support of multiple domains using a common domain for a secure checkout, or each domain can use their own secure certificate.
- Discounts - Allows merchant to give discounts or specials on an item or groups of items with a variety of methods.
- Store Features - Power Search, What's New, Directory, and Mall page wizards available. All pages are dynamically generated and updated.



- Reports - Keep track of who, what, where and when customers are buying. Gives the merchant the option to view log files of customer information such as, IP, items bought, pages viewed, and more.
- Security - Secure and unique logins for administrators of the system with two levels of security rights. Assign multiple users to a storefront group.
- Wizards - Select from many different wizards and options to customize the page formatting with individual or global effects. Use custom or shared wizards for storefront design, power search, what's new, directory, and others.
- SQL Support - Upsize the provided Microsoft Access 7.0 databases to SQL for fastest performance.



AccessPoint Corp

Products

Merchant Manager

Categories

Sales, Billing

Contact

<http://www.merchantmanager.com/x-overview.html>

Vendor's Description

- Merchant Manager is a total online business management and payment capture system developed by Accesspoint Corporation. Merchant Manager's advanced methods of implementing electronic commerce on the Internet combine the strengths of many different software solutions into one powerful, integrated online environment....
- Merchant Manager's main interface provides easy access to all of the system's online tools. Once you log on to your account, you can use your keyboard to fill-in data fields, select style sheets, create web pages, change prices, manually enter credit card sales, control inventory, keep track of shipping costs, monitor your site's traffic, track sales -- and handle many other functions. Total business management with absolutely no programming or HTML knowledge needed.
- Your customers see your web pages and products displayed automatically -- 24 hours per day -- with all of the color, pictures, pricing and descriptions necessary to motivate online shopping....Unlike hard-coded websites, your products and pricing are presented dynamically and are secure from price tampering and would be hackers.
- Merchant Manager collects all of your customer's order information inside a secure transaction template on a secure server. Credit card transactions can be handled in real-time or forwarded to you for manual entry. Future releases of Merchant Manager will also support on-line checks and ATM withdrawals.
- For realtime transactions, Merchant Manager automatically submits your customer's information to your card processor for authorization....
- If the credit card is denied by the card processor, the customer receives a notice onscreen that the credit card was not accepted.
- Merchant Manager also handles account and purchase order sales...
- Complete transaction reports including credit card numbers and expiration dates are provided in a password protected secure directory...
- Merchant Manager performs an automatic settlement each evening whereby all the transactions for the day are tallied and funds are transferred by the processor into the your checking account within 48 to 72 hours, depending on banking and card service terms....

Adhesive Software, Inc

Products

WebOSTM, WebShop, etc

Categories

Logistics, Sales, Billing

Contact

<http://www.adhesive.com/WebOS/omf/objects/products.html>

Send mail to webmaster@adhesive.com

Vendor's Description

Dynamic Web Site Management Tools

Adhesive Software's products are the result of more than three years experience building fully interactive web sites. This experience is built into every one of our products, and the result is a robust, fine-tuned set of solutions.

Product Line

- WebOSTM, full version, all add-on packages - The Dynamic Internet & Intranet Web Publishing, Content Management and Electronic Commerce Solution
- WebOSTM, no add-on packages - The Dynamic Internet & Intranet Web Publishing, Content Management and Electronic Commerce Solution
- WwOMFTM - Powerful Web Object Management Facility
- WwBASETM (full version) - Versatile Web Database Tools
- WwBASETM LE (one database) - Versatile Web Database Tools
- WwSHOPTM LE - Robust online transaction-processing system
- WwFORUMSTM - True multimedia forums to your Web site
- WwCHATTM - Server based chat solution
- WwSURVEYTM - Intelligent web survey tool
- WwSEQUENCERTM - Easy online presentation developer/server
- WwNEWTM - Automated "What's New" section generator
- WwARTICLESTM - Write pages "live" without knowing HTML
- WwTRACKERTM - Real Time statistics and user tracking system
- ISPMAN - The Internet Service Provider Management System
- WwSHOPTM, full version (one database)



This robust online transaction-processing system provides an integrated solution for automatic credit card processing through standard banking interfaces that are readily available today. When used with WwBASETM, it gives webmasters, site designers, and even nontechnical marketing staff the ability to easily manage complete online shopping malls where products can be accumulated in a user shopping cart and then "checked out" and paid for within minutes using all major credit cards. Supports both manual and automatic transaction processing models, including ICVERIFYTM, CardSoft PCTM, and CyberCashTM. Requires: WWBase



Allaire Corp

Products

Cold Fusion

Categories

Infrastructure

Contact

<http://www.allaire.com/products/>

Allaire Corp.
One Alewife Center
Cambridge, MA 02140

General: (617) 761 - 2000
Sales: (617) 761 - 2100
Toll Free: (888) 939 - 2545
Email: info@allaire.com

Vendor's Description

Cold Fusion 3.1 is a proven development system for creating interactive sites and dynamic Web applications. With new visual tools and a powerful application server, Cold Fusion gives developers the fastest way to build and deploy a new generation of business software for everything from electronic commerce to interactive publishing to business process automation.

Technology

- Application Server - provides the scalable platform to deliver high performance Web applications with any major Web server on Windows or Solaris.
- Studio - offers the visual database and programming tools to integrate browser, server and database technologies into sophisticated applications quickly and easily.
- Cold Fusion Markup Language (CFML) - provides a powerful 4GL that uses an intuitive tag-based syntax, ideal for Web application development.

ARI

Products

ARISE, Plus, EMPART

Categories

Logistics, buying

Contact

<http://www.arinet.com>

ARI NETWORK SERVICES, INC.
330 E. Kilbourn Ave.
Milwaukee, WI 53202

Vendor's Description

Based in Milwaukee, Wisconsin, ARI provides electronic commerce services to targeted industry sectors and distribution channels. Unlike other electronic commerce firms which focus on basic software tools or provide value-added network operations, ARI offers data management services and EDI-enabled tool kits to address the application level of electronic commerce solutions. The company addresses a number of EC applications in the agricultural chemical, specialty chemical, freight transportation and publishing industries, including:

- Sales and inventory reporting among distributors and manufacturers, with an EC application which enables distributors to satisfy the requirements of each manufacturer, and which is expandable to address additional applications.
- Location directories, providing ID codes for locations referred to in electronic commerce transactions (e.g., ship from, ship to, bill to)
- Fully integrated sales force automation tool kits, linked to popular office software (e.g., Microsoft Office, Lotus 1-2-3), E-mail systems, and providing customized data and ability to integrate company-specific applications.
- Dealer network services, which links dealers with their manufacturers and distributors for inventory inquiries, orders and responses, product registrations, warranty claims, and product/price database updates.
- A database of Associated Press news stories, searchable via the World Wide Web by publishers of non-daily newspapers for republication, and including an overnight delivery service of related AP wire photos.

The above applications embrace emerging communications, database and protocol standards, and can operate on ARI's secure proprietary network, private internets and the public Internet.



Breakthrough Software, Inc

Products

Internet Business Breakthrough

Categories

Sales, Billing, Payment

Contact

<http://www.breakthroughsoftware.com/>

Breakthrough Software, Inc.

2610 N. First Street, Suite C

San Jose, CA 95134

408-321-9300, fax: 408-321-9305

Vendor's Description

The fastest, easiest way to build professional commerce Web sites

Breakthrough Software™ announces the industry's first affordable e-commerce solution that delivers commerce Web sites at the click of a button! More.. Create your online store with the click of a button. Take secure orders on the Web today. Build and update Web sites easily with 50 design templates. Keep customers coming back with discussion groups and form. Only \$249.00 plus shipping and tax. Includes one publish license allowing you to publish one Web site.

Now there's an e-commerce solution that's powerful, yet amazingly easy to use—so you don't have to be a programmer to build a commerce-enabled Web site that helps grow your business. Internet Business Breakthrough™ is the only fast, easy, affordable way to build professional Web sites complete with an online store, customer surveys, and discussion groups—all at the click of a button. Whether you're a small business owner who has never designed a Web site, or a Web developer wanting a way to deliver custom designed commerce-enabled sites, Internet Business Breakthrough is the right solution. Wizards automate the process of creating a sensational web site, yet flexible customization tools make sophisticated customization achievable for those who want it.



Broadcast Software Distribution

Products

BroadCast

Categories

Logistics

Contact

<http://www.broadcastsoft.com/>
email us at: info@broadcastsoft.com

BroadCast Software Corp
20310 Empire Avenue #A102
Bend, OR 97701, USA
541-317-0429 voice
541-317-0430 fax

Vendor's Description

BroadCast is a suite of programs working together to provide a complete system for locking software and unlocking it remotely on demand.

BroadCast Locker

Publishers use this program to compress and lock their software (programs or content data) into a single file called an "Unlocker Application".

BroadCast Unlocker

This Unlocker Application is uploaded to the Internet, Online Services, or placed on a CD-ROM. When a customer is ready, they can quickly purchase and use the live version of the software. The customer downloads and runs the Unlocker Application, which displays instructions, a unique control number, and the Publisher's own telephone number, fax number, and e-mail address.

BroadCast KeyMaker

Once payment and relevant information have been collected, the publisher runs the BroadCast KeyMaker program which generates a unique password for that customer. The customer enters the password into their Unlocker Application, and the product is instantly unlocked and ready for use.

BroadCast KeyMaker Plus · NEW!

KeyMaker Plus is a server that can automatically process email orders-- 24 hours a day, 7 days a week. It does everything that KeyMaker does-- plus retrieves emails, processes credit cards,



deposits money, emails replies to customers, and maintains a detailed database of each and every transaction.

BroadCast PatchWorks Pro (optional)

PatchWorks Pro creates small, stand-alone Updater Applications which are used to field-upgrade your products to newer versions. Updaters can be freely and safely distributed online, since they are only of use to end-users who already own a copy of your software. PatchWorks Pro's many powerful features include "differing"; a process that greatly reduces the size of an Updater by capturing only the portions of your product that changed since previous release(s). You can dramatically reduce your tech support costs by uploading Updater applications to online services.



Business Interactive Corp.

Products

Subscription.Com

Categories

Searching

Contact

<http://www.subscription.com/telesub/html/telesub.html>

busint@ibm.net

Tel: (613) 230-1977

Fax: (613) 230-7043

Vendor's Description

Subscription.com is a complete subscription management service. Subscription.com provides a variety of benefits that include the ability to subscribe to services online, to change one's address, to modify delivery location, ease of use etc.

The imperative for survival in today's business environment is to focus on core competency, focus on customer service, decrease time to market and leverage information technology.

Subscription.com's customers may view their business as publishing, cable, entertainment. They do not view themselves as being in the business of developing subscription systems....

Business Benefits

- Global Reach, Global Exposure: The Internet provides a high-traffic virtual area of about 30 million users in which businesses can promote their products and services, cultivate customer loyalty, interact with their customers, improve customer service, increase subscriptions revenue in a cost-effective way.
- Increase in Revenue: According to numerous market research, the Internet users is highly educated and earns above average salary. This is indeed the market for the majority of subscription providers such as magazines, newsletters etc.
- Improved Customer Service: Through the ability to interact with the consumer, business can provide up-to-the-minute information to their customer. They can inform them of price changes, obtain their comments, feedback etc.
- Customer Loyalty: Subscription.com allows businesses to tighten the bond between itself and the customer through improved and sustained two-way communication.



CheckFree Corporation

Products

Numerous niche software products

Categories

Billing, Sales

Contact

<http://www.checkfree.com/ss/index.html>

CheckFree Corporation

Corporate Headquarters

4411 East Jones Bridge Road

Norcross, Georgia 30092

770.441.3387

CheckFree Software Solutions

5655 Spalding Drive

Norcross, Georgia 30092

770.734.3100

Vendor's Description

CheckFree has been the leading provider of electronic commerce processing services and software products for over 15 years. We have revolutionized the way money moves for over 1000 businesses and 850 financial institutions. Last year we processed over 85 million electronic transactions worth \$15 billion for over 2.5 million merchants and 1.5 million consumers. Mission

Provide Financial Institutions & Corporations with core application software that supports their operations and processing requirements.

- Key Points
- Loan Origination Loan Servicing
- Default Management
- Imaging
- Recovery Management
- Safe Box Accounting
- Leasing
- Item Processing:
- TCM - The Control Machine



- SuPRRB - Sub Pass Reject Repair and Balancing System
- R/S REACT - Reader/Sorter Reject Evaluation and Control
- Technique
- QuicKill
- ORBS - Online Reconcilement Banking System
- EPOCH - Electronic Presentment Of Checks
- DASH - Deposit And Send History
- BFCS - Bulk Filing Control System
- CLAS - Cash Letter Administration System
- CLRS - Cash Letter Recovery System
- CPCS Enhancements
- CPIM - Check Processing Installation Management



Control Data

Products

Rialto

Categories

Infrastructure, Logistics

Contact

Control Data Systems Inc, St. Paul, Minnesota
<http://www.cdc.com>
info@cdc.com
1-888-RIALTO4

Vendor's Description

Rialto is Control Data's electronic marketplace - a series of solutions for business and government institutions who want to inject global intelligence into their intranets and transform these technology-driven resources into business-driven infrastructures. The objective is to provide three key benefits:

- Enable desktop users to more easily locate information within their enterprise.
- Enable institutions to secure their infrastructures and protect their resources.
- Enable institutions to cost effectively manage their infrastructure.

At the heart of Rialto, Control Data designs and builds infrastructure solutions that reflect the following forms of enterprise intelligence:

- Consulting
- Enterprise Messaging
- Global Directories
- Information Sharing
- Managed Services
- Security Services

Control Data builds Rialto infrastructures as foundations that institutions can leverage to implement both enterprise and intercompany business solutions. In essence, Rialto infrastructures enable companies to pursue aggressive business strategies that require the implementation of sophisticated IT capabilities, including the use of electronic commerce, enterprise collaboration, and enterprise decision support.



Customer Cast, Inc

Products

Customer-Cast

Categories

Marketing, Logistics

Contact

<http://www.customercast.com/>

Telephone 415.390.9001

Fax 415.390.9007

Email roselieb@customercast.com

CustomerCast, Inc.

4906 El Camino Real, Suite 205

Los Altos, CA 94022

Vendor's Description

Working with you on your information requirements, we design a survey using state-of-the art Internet technology for information collection, analysis and display. CustomerCast's marketing research and analysis experts help you set up an automated information system to effectively obtain, analyze and take action on critical information on an on-going basis. True understanding of stakeholder's needs comes from asking the right questions and listening carefully to the answers.

Effective Information Dissemination

Using CustomerCast's patented technology, accurate real-time information about your stakeholders is disseminated throughout the organization, to your teams' desktops. Sales, Engineering, Marketing and Customer Service results are portrayed simply and graphically via your own intranet. Each user is able to mine interrelationships and details appropriate to his or her own needs or functional role.

Real-time Information Hardwired Into Your Key Decisions

Your organization can leverage current information to create focused marketing, services, sales and administrative programs; engineering can create targeted products; and your entire organization can share a common language for and understanding of customer satisfaction. With CustomerCast, your stakeholders needs can be integrated into every area of your business. Accurate and timely information about your stakeholders disseminated throughout your organization quickly, enables your team to act upon the information quickly.



Cybercash

Products

CyberCash Secure Internet Payment Service

Categories

Payment

Contact

<http://www.cybercash.com/cybercash/about/set.html>

email to: international@cybercash.com

CyberCash, Inc.

303 Twin Dolphin Drive, Suite 200

Redwood City, CA 94065

650.594.0800 Fax 650.594.0899

Vendor's Description

Our business is to enable consumers, merchants and financial institutions to transact business over the Internet. While the consumer Wallet and the merchant Cash Register are distributed via the Web and strategic partners, the CyberCash gateway is distributed by CyberCash only to international financial partners.

Since each country has its own language, currency and banking system, CyberCash products must be localized to handle these characteristics of each country. More importantly, the gateway must be compatible with the processing system of the local financial institution.

At first, CyberCash Internet payment services will work only within each individual country. Then the capability of the services will progress to enable merchants and consumers to make online transactions internationally.

CYBERCASH SET COMPLETE PAYMENT SOLUTION

CyberCash enables merchants, banks, processors, and consumers to use SET (Secure Electronic Transaction) as a global payment protocol while building on the security and convenience long associated with the CyberCash payment solutions.

CyberCash has adopted the new SET protocol and is incorporating it into CyberCash's suite of Internet payment solutions. The transition to SET will provide secure, open standard-based solutions for the many merchants, banks, processors and consumers including those using CyberCash's existing services.

The SET protocol is a collection of encryption and security specifications used as an industry-wide, open standard for ensuring secure payment transactions over the Internet.

Developed by VISA , MasterCard and key technology Leaders, the primary goals of SET are to protect the credit card system, establish consumer confidence in the Internet as a marketplace, and build transactions volume over this new commerce channel.



Digital

Products

Alpha Series servers, Virtual Store

Categories

Logistics

Contact

<http://www.digital.com/internet/>

<http://www.digital.com/internet/servers/index.html>

Webmaster: ibs@digital.com

US Corporate Headquarters

111 Powdernill Road

Maynard, MA

01754-1418

phone (01) 978.493.5111

For Sales, Service, General Inquiries and Literature

1-800-344-4825 (voice)

1-800-676-7517 (fax)

PC Orders and Product Information

1-800-722-9332 (voice)

8:30am - 8:00pm ET

Vendor's Description

The virtualStore Program: A total Internet commerce solution from Microsoft and Digital!

...Digital responded with a fully-integrated solution. One that offers speed... reliability... quality service and convenience... online. Digital proudly offers the virtualStore.

What is virtualStore? The virtualStore is a complete, packaged Internet commerce storefront solution from Digital and Microsoft. The components include:

- Hardware: A server system from Digital -- tailored to fit your specific needs.
- Software: Site Server Enterprise Edition -- specialized for the creation and management of Internet stores; running with SQL Server database on the Windows NT operating system -- all from Microsoft.
- Services: A fully customized service and support package from Digital. The package contains everything needed to implement the store: from installing software, to loading your product database, to testing the order processing procedures. Transaction Processing: Authorization, authentication, and clearing services. Internet-based credit card payment processing software -- from providers such as VeriFone, CyberCash, or Trintech.



EDS

Products

Various services and products

Categories

Marketing, Infrastructure

Contact

<http://www.eds.com>

Corporate Address
5400 Legacy Drive
Plano, Texas 75024-3199
Tel: (+1)-972-604-6000
e-mail: info@eds.com

Vendor's Description

FOR IMMEDIATE RELEASE: Monday, March 2, 1998

BA [Bank of America] Merchant Services, Inc. and EDS Team up to Enable Convenient, Nationwide Telephone-Based Credit Card Payment of Taxes

SAN FRANCISCO, Calif., and PLANO, Texas — A new nationwide electronic payment service is about to make paying state and local taxes and other government fees a lot easier and more convenient — by giving you the option to pay using a touch-tone telephone and charging it to your credit card, 24 hours a day, no matter where you are.

The new service, developed by BA Merchant Services, Inc. (BAMS) and technology services company EDS, is the first electronic government fee payment program offered to government agencies nationwide.

The service offers benefits to both taxpayers and government entities. It gives taxpayers the convenience of paying by credit card and avoid the hassles of standing at the counter to pay or mailing in a check. For participating agencies, it offers a widely accepted payment mechanism without increasing their operating costs. "Payment of state and local government fees through an automated telephone/credit card system represents another step forward in the movement toward electronic bill presentment and payment," said Albert Nekimken, electronic banking analyst for Input Research.

"Consumers will love the convenience of electronic payments for everything, including their local government obligations. At that point, there will be no turning back to licking stamps."

Here's how the service works. A notice in your statement or bill includes the 1-888-ALL-TAXX telephone number for payment via credit card. Your call is answered by an interactive voice-response unit, or VRU. By following prerecorded voice prompts, you use any touch-tone telephone to enter the government entity's tax bill number, the payment amount and your credit card account number. In a matter of seconds, you receive an authorization number that



payment is accepted. A convenience fee, based on a percentage of the total payment, is charged to your credit card account.

BAMS has primary responsibility for marketing the service to state and local governments and processing credit card transactions. EDS powers the behind-the-scenes technology engine and brings its world-class systems infrastructure to serve as the technical backbone of the service. PhoneCharge, Inc., a sales and marketing firm, also participates in direct sales to government entities and provides consulting and marketing communications services to promote the service to taxpayers.

The new service has gotten the attention of several state and local agencies. "Consumers like payment options, and we think our constituents would appreciate the option and the convenience that paying by credit card via the telephone provides" said Shawnee (Kan.) County treasurer Rita Cline, who recently signed up for the service. "And because it's a service, somebody else pays for the equipment, so we don't have to invest in the technology or have to maintain it."

For more information, government agencies can call BAMS at 602-594-2141 or PhoneCharge, Inc. at 516-671-2121 ext. 11.

BA Merchant Services, Inc. is one of the largest payment processors in the United States. The company processes over 500 million credit card and debit card transactions for over 150,000 retail locations with more than \$30 billion in credit card sales and over \$3 billion in debit card sales each year.



Elastico International Trade

Products

VIRTUAL SHOPS at Clickstore

Categories

Sales, Billing, Logistics, Marketing, Infrastructure

Contact

<http://www.clickstore.com/services.html>
<http://www.clickstore.com/download.html>

info@clickstore.com

Vendor's Description

....Let us explain why you are going to become our customer...

EASE OF USE have you ever seen a web store so easy to navigate for buyers and so easy to manage for vendors?

POWER Clickstore allows you to put hundreds of products on line, each one with its photo, description, features, a different price for different sales targets, such wholesale, retail, etc. (yes, you can password protect the price lists for your dealers), a currency for every price and much more. Moreover, since you may want to sell both in your country and in the rest of the world (that's why the Internet is great!) Clickstore allows you to publish your catalog in two different languages, maybe your mother tongue and English of course.

FLEXABILITY You can change the setting of your Virtual Shop whenever you need, how many times you need. For example you can enable or disable the payment methods you prefer: cash on delivery, prepaid check, transfer order, or credit card (via Internet and/or via fax).

PRICE Thanks to the new approach we practice, you can update your catalog when you want, the way you want and every update is totally free!!! Vendors are only charged on a per-time and per-catalog-size basis. And more, since we don't need dozens operators to update your Virtual Shop, we can keep the price low while offering the best vending system on the Net.

ADVERTISING Each Virtual Shop's owner may also advertise his Virtual Shop on his own since every Virtual Shop has a unique address and it can be accessed directly, but in any case he will benefit by the joined advertisement we do for all our customers at no additional fee.

Still doubtful ? No problem, get a FREE 30 days trial !!!



Elcom Systems

Products

Pecos, procurement

Categories

Buying, receiving, payment

Contact

<http://www.elcom.com/pecos.html>
<http://www.elcom.com/pecoscm.html>

Elcom Systems (USA)
400 Blue Hill Drive
Westwood, MA 02090
phone: 1-888-GO-ELCOM, (1-888-46-35266)
(fax) (781) 407-5063
E-mail inquiries: info@elcom.com

Vendor's Description

....Via LAN, WAN, telco, Internet/World Wide Web, and intranets, PECOS products automate the purchasing process, enabling licensees to decrease costs and reduce errors. From food service distribution or ventilation equipment manufacturer to PC and office product resellers, Elcom's business customers use a variety of multimedia formats, including video and sound, to market their product information.

Standard PECOS security features include ESI encryption, ESI registration and authentication, and ESI IPS (Individualized Packet Security). With the optional incorporation of advanced RSA cryptographic technology, companies who use PECOS can realize the cost savings and convenience of doing business via communications that are fully secure and remain private.

PECOS.net

PECOS.net is Elcom Systems' framework for creating electronic commerce applications. It provides core functionality to ensure that Elcom solutions are flexible, scalable and secure.

Catalog Template Server

The PECOS.net Catalog Template Server delivers information to the Web browser when an Internet client browses and/or orders items from an electronic catalog. Information is delivered to the browser by dynamically merging PECOS.net html Templates with a customer's electronic catalog data.

Security

The PECOS.net Catalog Template Servers provide security by running behind a customer's chosen firewall and interfacing with a customer's chosen Web servers. The PECOS.net Catalog Template Server is designed to run either on the same physical machine with a Web server or



on a separate physical machine. This design allows the PECOS.net Catalog Template Server to scale to the required transactional service levels.

PECOS.net HTML Templates

PECOS.net html Templates are designed to leverage available Web browser technology and authoring tools. Customers design their client interface with the best current tools and then add PECOS.net html Template extensions to create PECOS.net html Templates. The PECOS.net Catalog Template Server interprets the PECOS.net html Template extensions and dynamically merges data from one or more PECOS.net modules for presentation to the Web client.

PECOS.net Modules

PECOS.net Modules provide a reliable and efficient mechanism to implement business rules and extract catalog or other data for presentation to Web clients. These modules provide the glue between a request sent by a Web client and the presentation returned. They also manage the interaction between the PECOS.net Catalog Template Server and the Transaction Server System (TSS). PECOS.net modules are a proven and efficient technology to implement business logic in today's PECOS.net product line.

Transaction Server System

Transaction Server System (TSS) is a sophisticated Unix or NT based system that handles multiple tasks simultaneously, in a fully scaleable client/server methodology. The TSS resides between the end-user customer's PCs on the client side and the enterprise systems of your company, operating in either interactive or batch mode. It captures all transactions such as orders and inquiries from customers

Rtran

RTran or Remote Transaction service provides the connection-the network presence-between transaction clients on the end-user PC(s) and the transaction servers within the TSS. Subordinate RTran modules handle low-level communications via serial modem, intranet, extranet or the Internet.

Security

Security of all Transaction Server Interfaces is provided by Elcom Systems encryption; customer registration/authentication; Elcom Systems IPS (Individualized Packet Security); and a firewall proxy. RSA encryption is an option.

TSS Administration

TSS Administration is handled by the Server Manager, a Windows program that uses the Name Server to access and display the currently running servers and permits stopping, starting, and investigation of each one....



Emerson Gerard Associates (EGA)

Products

TAKEVISAMC

Categories

Sales

Contact

<http://www.egainc.com/visamc/>

TAKEVISAMC is a division of Emerson Gerard Associates (EGA)

4781 N Congress Avenue Suite 165 Lantana FL 33462

EGA is acting as an agent for Charge Card Services/S.C.F. Incorporated.

Contact takevisa@egainc.com

Vendor's Description

Now every business can take credit cards from their customers!

This is why we already have thousands of satisfied clients with thriving businesses:

You DO NOT sign a 48 month lease. You RENT a terminal month-to-month for only \$34 per month (or if you want to conduct electronic commerce over the Internet, we rent the software for only \$29 a month). The reason we RENT: If you decide you don't want to continue in your new business or some other opportunity arises, you are not locked in for the remainder of a long term contract.

There is no \$600-\$800 out-of-pocket expense for something you don't even know will pay for itself.

Refundable \$75 application fee....which means....that if we are not successful in opening an account for you for some reason, your application fee is completely refunded.



E.N.E.N! (Education, News, and Entertainment Network)

Products

NetSeminar, NetPresentation, NetInterview, NetEvent, etc.

Categories

Marketing, Logistics, Support

Contact

<HTTP://www.enen.com/>

E.N.E.N.
5961 Kearny Villa Rd.
San Diego, CA 92123 USA
01-888-211-0991
enenmail@marshall.com

Vendor's Description

A winner of Net Commerce 1997 VIP award.

NetPresentation

NetPresentation™ is the first communications service that gives any business the ability to deliver a self-running, synchronized audio-visual presentation to a mass audience on the Internet. NetPresentation™ is an ideal delivery mechanism for "Canned" presentations like: new product announcements, product training, refresher training, infomercials, etc. Virtually any message that uses audio.

NetSeminar

In December of 1995, E.N.E.N.'s Internet Design Team perfected NetSeminar™, the most revolutionary Two-Way, interactive multimedia business communications service available on the Internet today. NetSeminar™ is the first communications service that gives any business the ability to broadcast live speech and pictorial presentations to a mass audience, in real time, as it happens. Most importantly, NetSeminar™ is the only global service that allows the speaker to deliver an instant vocal response to audience questions. NetSeminar™ have been used for live, interactive public product announcements, sales training, application engineer training, business meetings, parenting workshops and a variety of private events.

NetInterview

NetInterview™ is your opportunity to provide your customers with interesting interviews delivered over the Internet. They provide the opportunity to broadcast live interviews and digital pictures over the Internet. NetInterview™ have been conducted at numerous trade shows, including The Design Automation Conference, Embedded Computer Show, Society for Information Display, Nepcon West, DSP and others.



Freightdata

Products

Freightdata 2000 for Windows 95 and Windows NT freight forwarding software

Categories

Logistics, Buying, Receiving, Infrastructure,

Contact

<http://www.freightdata.com/homepageusa1.html>

Freightdata 2000 USA Inc

'One Pasco Center', 30425 Commerce Drive

San Antonio, Florida 33525

Telephone: (352)-588-2871

Fax: (352)-588-5189

e-mail: freightdata@freightdata.com

Vendor's Description

Freightdata 2000 has just finished two and a half years of complete re-programming to bring you the new 1997, 32 bit versions of our software packages for Windows 95 and Windows NT for less than USD \$600 (Personal Edition - Single User).

- Freightdata 2000"
- Tariff Quote"
- Freightdata Professional"

Products can be used separately or linked together. Products come with all third party "links" included. Links that allow the software to be tailored exactly to your business needs.

Generally, The Freightdata 2000 software product is a desktop operating system for Freight Forwarders, Shippers, Exporters, Brokers etc and the Tariff Quote software product is an add on designed for anyone who needs to be able to quickly quote local or international tariff rates (e.g.: Shippers, Transport Brokers, Couriers etc), however there are many customers in Shipping, Forwarding and Transportation that use both products together on their PC or Network. Freightdata (Professional Edition) comes with 'Tariff Quote' included and a 'Job Costing/Tracking' Program as well.



GEIS (GE Information Services)

Products

TPNPost, TPNMart, TPN, Government Bid Board.

TPN = Trade Processing Network

Categories

Buying, Searching, Receiving, Payment

Contact

<http://www.geis.com/html/inteindx.html>

<http://www.geis.com/html/prodindx.html>

<http://www.geis.com/html/rxmindx.html>

webmaster@www.geis.com

American Headquarters are in Rockville, MD

Vendor's Description

ECXpert

ECXpert is an innovative and advanced electronic commerce messaging system for business-to-business electronic commerce over the Internet. This comprehensive software solution addresses the electronic business communications and application challenges companies face so they can control costs and expand the electronic trading community.

SellerXpert

SellerXpert allows corporations to establish an online selling presence for their corporate clients. It helps corporations not only increase top line revenue, but lower operating costs and improve customer service. SellerXpert is a full-featured product including comprehensive order management, seller and buyer maintained membership, flexible payment options, next-generation electronic product catalog, full data transformation and EDI capability.

GE Trading Process Network (www.tpn.geis.com)

GE TPN is a portfolio of easy-to-use, Web-based solutions designed to increase purchasing productivity. Using the latest in secure Internet technologies, GE TPN brings buyers and sellers together to conduct business electronically with less cost, more speed and greater efficiency than ever before.

TPNPost

TPNPost streamlines the RFQ preparation, distribution, negotiation and award process to ensure getting the best price on goods and improve productivity. TPNPost allows buyers to solicit request for quotes from an unlimited number of global, pre-qualified suppliers, distribute product information and specifications to them swiftly and manage bids and supplier communications efficiently and cost effectively.



TPNMart

TPNMart is a total electronic catalog, requisitioning and ordering solution that improves significantly Indirect/MRO sourcing/productivity. TPNMart allows users to order company-approved products with ease, automatically route orders for approval, and create and send purchase orders to suppliers electronically.

GE TradeWeb (www.getradeweb.com)

Form-based EDI on the Web service that allows Web users to trade business documents quickly, easily, securely and cost-effectively over the Internet. GE TradeWeb eliminates the need for complicated EDI mapping and translation services while allowing the Web community to exchange electronic messages with their trading partners.

GE InterBusiness Partner

GE's InterBusiness Partner enables businesses to conduct secure business transactions over the Internet. This suite of solutions overcomes the limitations of the Internet and paves the way for business-to-business electronic commerce over the Internet.

GE InterBusiness Provider

GE's InterBusiness Provider enables service providers to sell Internet-based communications solutions that offer customers a secure, feature-rich environment for a private Internet domain. With GE InterBusiness Provider, service providers gain access to leading-edge technology and focus more on expansion.

Enterprise

GE's Enterprise System provides a single communications interface for the exchange of e-mail, EDI and binary data such as CAD/CAM documents and spreadsheets. The Enterprise System is an information management and control center that acts as a "front-end" to legacy applications to leverage technology investments.



Global Intertrade

Products

Internet Trading for Electronic Commerce Italian Exports in International Global Economy
Internet Marketing Commercio Estero Common Market Italia Europe Italy

Categories

Searching, Marketing

Contact

<http://www.intertrade.net/>
information@intertrade.net

Vendor's Description

International Electronic Commerce, Global Internet Marketing and Import-Export Showcase
for USA, Japan, Italy, Spain, and India

VIRTUAL TRADE POINT

View and Post:

- Requests for Goods or Services
- Offers of Goods or Services
- International Real Estate



Globetrotter Software, Inc

Products

FLEX-meter, FLEX-wrap, others

Categories

Logistics

Contact

<http://www.globetrotter.com>

GLOBEtroter Software Inc.

300 Orchard City Drive,

Campbell, CA 95008

(408) 370-2800 fax (408) 370-2884

info@globes.com; Website comments to: webmaster@globes.com

Vendor's Description

FLEXIm Software license manager for Windows, NT, UNIX, Java and VMS

FLEXexpress Dispense and track software licenses

FLEXcrypt Professional Edition Similar to FLEXcrypt Standard Edition (see below), but has many advanced features designed for professional software developers. Available for Windows 95/NT and most popular UNIX platforms.

FLEXmeter Usage based software licensing

GLOBEtrack Call and bug tracking and defect management

For System Administrators

FLEXadmin Track software assets under Windows, NT, UNIX, and JAVA

FLEXwrap Manage software lacking native license management....



Harbinger

Products

A number of products, from store fronts to cross-platform to custom industry-based products

Categories

Sales

Contact

<http://inp.harbinger.net/>
Harbinger Corporation
Toll-free: 800-555-2989

U.S. Headquarters
1055 Lenox Park Boulevard
Atlanta, Georgia 30319
Phone: (404) 467-3000
Fax: (404) 841-4364

Vendor's Description

New! The Harbinger Solution Guide An interactive guide for choosing the right software and services for your needs. (Requires Netscape 3.0 or newer.)

CROSS - PLATFORM EDI TRANSLATION AND COMMUNICATIONS SOFTWARE

- TrustedLink Enterprise for UNIX, Windows NT Server and MVS mainframe •
TrustedLink Commerce for Windows
- Integrator version
- Internet version
- STX for DOS and Windows
- ESRS
- STX for the AS/400
- TrustedLink Guardian
- Secure Stand-Alone Internet EDI Software

INTERNET COMMERCE SOLUTIONS

- Harbinger IVAS EC Communications Gateway
- Harbinger Express Web EDI Service
- Harbinger Net Access Business Quality Internet Access
- Web Services Group



- TrustedLink INP Order-Ready Storefront Tool
- TrustedLink Procurement
- Vendor Management Electronic Catalog Tool

NETWORK & THIRD - PARTY SERVICES

- Harbinger Network
- Sprint International Access Numbers

CUSTOM INDUSTRY SOLUTIONS

- Government - TrustedLink Commerce for gov't EDI
- Automotive - STX
- ASRS for Honda
- Retail - ESRS
- Petroleum/Chemicals - TrustedLink Distributor



Hewlett-Packard

Products

Newest: E-World: E-Commerce, E-Consumer, E-Business; many other products

Categories

Logistics

Contact

<http://www.hp.com/computing/sitemap.html>

Corporate headquarters in Palo Alto, CA

Vendor's Description

From a March 7, 1997 Press Release:

... HP will announce a new direction at Internet World, focusing its efforts on Internet services and Internet commerce, according to company officials.

HP's new program, E-World, will consist of four product areas, or "spheres": E-Commerce, E-Consumer, E-Business, and Extended Enterprise Infrastructure.

The E-Commerce sphere will be headed up by the company's VeriFone subsidiary and will encompass products such as V-Suite for conducting Secure Electronic Transaction and Secure Sockets Layer transactions online. The E-Consumer sphere is for handheld Internet-enabled appliances, including digital cameras and VeriFone's Personal Automatic Teller Machine, which will allow users to connect the machine to a phone line and download cash to a smart card.

Although widespread implementation remains far in the future, VeriFone's smart-card system has caught one analyst's attention. From the Web Site: e-business Products and Frameworks

The current competitive environment creates heavy demands on business organizations—requiring both operating efficiency and quick adaptability. That means not only must businesses develop streamlined administrative processes, find effective methods of working with suppliers, and maintain rapid, reliable responses to customer needs. They must also be able to revise these processes quickly and efficiently to meet changing conditions.

HP e-business Software can provide today's businesses with effective ways to meet these competitive demands. Combining the benefits of HP e-business products and customizable software frameworks, organizations worldwide will be able to optimize existing business processes and applications. Then, as the need for change emerges, HP software offers a powerful ability to respond rapidly, using a unique new change management technology—the HP Changengine. This valuable new development provides a quicker way to map IT solutions to business processes, keep software continuously adaptable, and seamlessly integrate new technology into existing systems.

The result for business organizations is a new level of control and responsiveness, providing faster time-to-market, reduced costs, and a sharper competitive edge. By incorporating the



power of Changengine technology, HP's e-business solutions can enable businesses to achieve quantifiable business benefits today-and in the future-for long-term value from their software investments.

For more on our unique collaborative approach to solving highly complex challenges, check out the Solution Delivery section of this Web site.

"They're working on infrastructure to allow us to use the same smart card on the Web as we use in the physical world," said Erica Regullies, an analyst at Giga Information Group, in Cambridge, Mass.

E-Business will consist of supply-chain management products and Extended Enterprise Infrastructure will consist of HP's traditional enterprise computing products.



IBM

Products

IBM Net.Commerce,
IBM DB2 Universal Database
IBM Visual Warehouse IBM Net.Data
IBM DataPropagator
IBM MQSeries
IBM Transaction Server
IBM ADSM

Categories

Logistics, Sales, Billing, Infrastructure,

Contact

http://www.software.ibm.com/commerce/net_commerce/
http://www.software.ibm.com/commerce/net_commerce/
<http://www.ibm.com/e-business/>

Vendor's Description

News on Net.Commerce from a March 7, press release

IBM will make available an upgrade to its Net.Commerce product and split it into two separate versions, Net.Commerce Start and Net.Commerce Pro, according to sources close to the company.

Net.Commerce Start, priced at \$5,000 and targeted at small businesses, includes a store creation wizard. Net.Commerce Pro will include additional integration capabilities for larger companies that will allow the system to connect to MQSeries, CICS, Domino, SAP, electronic data interchange, and DB2 systems and will be priced at \$25,000.

Both versions of Net.Commerce will run on platforms including Microsoft Windows NT, IBM AIX and AS/400, and Sun Solaris.

IBM will also highlight six new customers of the application, including Brookstone and REI. REI is a former Netscape customer that decided to adopt Net.Commerce....

IBM is also offering the Smooth Start Service to assist users configuring the Net.Commerce system.

--- END PRESS RELEASE ---

Other IBM E-Commerce Products: the NT Line:

DB2 technology is a proven winner in any world, including Windows NT. Reliable. Versatile. Scalable. This server software stores, manages and retrieves data. It operates according to defined rules for security, multiple user access and data management. No matter how large or



small your Windows NT world may be, DB2 makes your data safe, secure and easily accessible. Now, do you want to weave in audio, video, graphics, text and other non-traditional data types? DB2 handles it all with ease.

Visual Warehouse - the datamart builder for NT. Like a DataWarehouse a datamart contains informational data optimized for end user decision making and data analysis. With Visual Warehouse you can quickly build a datamart that leverages the use of your existing data e.g.: pull information out of Oracle, Sybase, SQL server and Informix and merge with host data from VSAM, DB2 or flat files. With built in job scheduling and extract capability the datamart is ready for use with your favorite query and reporting tools

Net.Data Version 1.0.10 is IBM's strategic product for enabling Internet/intranet access to relational data on a variety of platforms. All of the most prevalent databases can be data sources for your Web application: DB2, Oracle, Sybase, ODBC data sources as well as flat file data....

MQSeries for Windows NT brings business worlds together with reliable and transparent integration between Windows NT and 20 other major computing systems. With this award-winning software, you can integrate newly-developed NT applications into larger networks no matter how many platforms or network protocols are involved. You'll cut development and maintenance costs. Deploy business solutions faster. And gain a greater return on that hefty investment you've made in systems and resources....

Transaction Server for Windows NT, Version 4 is a new member of the IBM Software Server series, a family of modular application servers. IBM Transaction Server acts as a robust, enterprise-wide coordinator and integrator of servers, managing high-performance applications and data sources across the network.

ADSTAR Distributed Storage Manager

Develop applications faster with IBM's powerful family of VisualAge products. Your development teams will take advantage of more intuitive visual programming with a robust set of tools in all the familiar C++, Smalltalk, COBOL and Basic environments. Developers can then port these applications over to other platforms without having to hassle with complex system interfaces.

Building Application Development Tools for Windows NT

VisualAge® for e-business, VisualAge Java, VisualAge C++, VisualAge Basic, VisualAge Smalltalk, VisualAge Generator, VisualAge COBOL, VisualAge RPG, VisualAge DataAtlas, VisualAge TeamConnection, VisualAge WebRunner, IBM Component Broker

Lotus® BeanMachine™

Here's the first application and messaging server that allows you to take advantage of secure, interactive business solutions for the Internet and intranet. You can quickly build, deploy and manage applications to bring co-workers, partners and customers together. Domino provides support for a variety of clients and devices, including Web browsers, Notes clients, and POP3 mail clients. Notes is the world's leading software solution that combines messaging, groupware and the Internet. With Domino and Notes, you can effectively store, manage and distribute information because it is the central access point for finding and sharing the information that you need, whether it is located in e-mail, relational databases, or host-based systems, in your favorite desktop application or on the Internet.



IMPAC

Products

IMPAC Technology - Complete Order Fulfillment

Categories

Logistics

Contact

<http://www.impacweb.com/orderfulfillment.html>

IMPAC Technology, Inc.

180 Gordon Drive, Exton, PA 19341

Phone (610) 594-8500 Fax (610) 594-8505

impac@impacweb.com

Vendor's Description

ORDER MANAGEMENT AND DISTRIBUTION SERVICES

The IMPAC order system is seamlessly integrated from the point of origin through pick, pack and final distribution. Customer orders are received by phone, fax, mail or electronically, converted to a common order format for validation and settlement, and processed easily and on-time. The IMPAC product distribution center provides warehouse operations with complete inventory management and control. Our pick and pack department will handle all your product distribution requirements - from single unit fulfillment to bulk shipments - worldwide.

Your orders will be processed smoothly, packed professionally and shipped on-time.

- Web Order Processing and Entry
- Credit Card Transactions
- Catalog Management
- Fulfillment Services



Integrated Trade Systems, Inc

Products

TradeSolutions

Categories

Logistics, Buying

Contact

<http://www.tradesolutions.com/>

350 West 22nd Street, Suite 130

Lombard, IL 60148-6447

1 (630) 261-9740

info@tradesolutions.com

Vendor's Description

TRADESolutions immediately cuts your shipping costs and improves supply chain management.

- Trading partner and product information flow directly into orders.
- Orders create Shipments.
- Press a button to generate forms and documents.
- Send the documents to your trading partners via fax, e-mail, EDI, or let them grab them from your web site.



InteliData

Products

SmartTime Network

Categories

Support

Contact

<http://www.intelidata.com/>

Corporate Communications and Media Relations
13100 Worldgate Drive, Suite 600
Herndon, VA 20171
(703)834-8500
Email:info@intelidata.com

Vendor's Description

SmartTime Network is a leading provider of e-mail, Internet access and personalized information services for smart telephones, pagers, hand-held computers and personal digital assistants. We provide our customers - your customers - with convenient, simple-to-use communication, information and transaction services customizable to their individual needs.

We develop our own content and aggregate content from some of the nation's most recognized and trusted information brands. We deliver the services your customers need most - right when they need them - to the devices they use every day. Whether e-mailing colleagues or checking a stock quote, customers rely upon SmartTime for superior services that are as individual as they are.

When you offer your customers services from SmartTime Network, you give them more value and generate incremental revenue. SmartTime provides users with information and services that are individually relevant, creating a positive experience that carries over to your brand. The result: enhanced customer acquisition, stronger, longer relationships that tether your customers and increased recurring subscriber revenue. What could be smarter?

Smart Time provides clients with total business solutions. Marketing, subscriber acquisition, enrollment, services operations, billing, customer service and retention - all from a single, flexible source. In fact, A to Z capabilities are the reason Regional Bell Operating Companies, PC and consumer electronic device manufacturers, wireless and hand-held companies choose SmartTime to help achieve - and surpass - their business goals.



InternetMall

Products

OrderEasy: Secure Electronic Commerce

Categories

Sales, Logistics

Contact

<http://www.internetmall.com/oe/>
<http://www.internetmall.com/oe/how.html>

The Internet Mall, Inc.
840 Apollo Street
Suite 220
El Segundo, CA 90245

Tel: 310 662-1900
Fax: 310 662-1970

www.ordereeasy.com

Vendor's Description

Now your existing Web site can have secure Internet transactions without changing Web servers. OrderEasy allows you to host your Web pages anywhere on the Internet. Simply add "Buy Now" buttons to securely commerce-enable your Web site and you'll be taking real-time transactions over the Internet in hours.

For security, OrderEasy uses the Netscape Secure Socket Layer (SSL) protocol, which all standard Web browsers support, and the CyberCash secure Internet payment server. This ensures that the transaction between the consumer's browser and the OrderEasy transaction system is totally secure. The OrderEasy server is locked down; the only open channel of communication into the server is through an SSL connection. Further, the customer credit card information is not archived on the server; it exists only long enough to clear the customer transaction. Optionally, the consumer can use a CyberCash Wallet for credit card payments. The CyberCash transaction server utilizes 1024 bit RSA and 56 bit DES encryption, the most powerful Internet encryption technology available. The OrderEasy system is fully registered and certified with VeriSign digital identification. The secure back-end electronic commerce service allows online consumers to easily buy from your web site.



INTERSHOP Communications Inc.

Products

Intershop Online Intershop Mall Intershop Commerce

Categories

Sales

Contact

<http://www.intershop.com/>
INTERSHOP Communications Inc.
600 Townsend St., Suite 500
San Francisco, CA 94103
Tel. +1-415-229-0100, +1-800-736-5197
Fax +1-415-229-0555
info@intershop.com

Vendor's Description

INTERSHOP Mall adds value to your business:

- complete solution to easily create and manage hundreds of electronic storefronts
- easy to set up & maintain,
- Mall operation shell & store creation wizard
- ready-to-use business models with an understandable ROI
- strong, built-in SYBASE SQL Server 11 database

INTERSHOP Mall allows you to host hundreds of electronic storefronts on a single server, and thousands of storefronts on a server cluster. By leasing these storefronts to merchants, you start a totally new revenue stream and add value to your business !

INTERSHOP Mall storefronts deliver the full functionality of INTERSHOP Online to your merchants - without the need for any client software other than a web browser !

INTERSHOP Online is your eCommerce solution:

....INTERSHOP Online allows you to design and manage storefronts that will individualize your customer's experience, use suggestive selling and raise your revenue by building loyalty.

INTERSHOP Online is also appropriate in business-to-business relationships, allowing you to offer volume discounts and handle company accounts.

INTERSHOP Online will seamlessly integrate with your existing legacy system -- providing you with an Internet storefront without altering your business practices.



Intertrust Technologies Corp

Products

DigiBox

Categories

Logistics

Contact

<http://www.intertrust.com/products/flow.html>

InterTrust Technologies Corporation

460 Oakmead Parkway

Sunnyvale, CA 94086

Tel: 408.222.6100

Fax: 408.222.6144

E-mail: info@intertrust.com

Vendor's Description

The InterTrust Commerce Architecture uses InterTrust's DigiBox secure containers to safely store and transport digital content. These tamperproof electronic packages allow commerce participants to bind business rules such as payment, usage, and metering rules to any kind of digital content—text, graphics, executable software, audio, or video. A creator can specify separate charges for such operations as viewing, printing and excerpting the content in a DigiBox container, and choose from many payment models such as pay-per-view and rent-to-own. The creator can tailor usage and payment rules to past buying patterns, classes of consumers (giving an automatic discount to college students, for example), and other criteria. As permitted by the creator, distributors can specify additional rules such as value-added markups. InterTrust thus supports traditional value chain management in the electronic world.

A consumer downloads a DigiBox from the distributor's Website content server. After reviewing and accepting the business rules, the consumer accesses the content under the control of the rules. This process automatically creates secure financial and usage records of the transaction and sends them to clearinghouses. Consumers can freely redistribute DigiBox containers to others, who can also use the content subject to the same business rules. The financial clearinghouse processes the transaction records from all users, charges the consumers' accounts, and credits the creator's and distributor's accounts according to the business rules that were packaged with the content. If the business rules in the DigiBox specify the metering of content usage, such usage information is collected when a consumer accesses a piece of content. This usage information is sent to a usage clearinghouse which processes and aggregates metering information, creates usage reports, and passes them on to the creator and distributor.



IPNet Solutions (tm)

Products

IP*customer.link, IP*edi.link

Categories

Sales, Payment, Support

Contact

<http://www.ipnet-solutions.com/edi.html>
[Http://www.ipnet-solutions.com/customer.html](http://www.ipnet-solutions.com/customer.html)
info@IPNet-Solutions.com
IPNet Solutions Inc.
4041 MacArthur Blvd. Suite 230
Newport Beach, CA 92660

Vendor's Description

IP*customer.link leverages the low-cost and global accessibility of the Internet to provide businesses a complete sales management system.

IP*customer.link features:

- Customized order guide
- Multimedia catalog
- Real-time data
- Customer credit and account information
- Supplier information
- Efficient search tool
- Secure transactions and data exchange

The IP*customer.link order guide is individualized for each customer and designed for quick execution of repetitive ordering tasks. Additional features include:

- Product preferences
- Custom pricing
- Product availability
- Immediate order extension and confirmation.

IP*edi.link

IP*edi.link provides a low-cost and reliable framework for secure electronic commerce over the Internet.



IP*edi.link features:

- Support for all ANSI X.12, EDIFACT and custom EDI standards
- Multiple network support
- Configurable Transaction Routing
- Custom standards and network options by trading partner
- Custom preferences by trading partner and/or by user
- Built-in editing and balancing
- Comprehensive EDI activity reporting
- Secure data transfer
- Direct transaction entry
- Easy-to-use interface
- Online documentation
- Context-sensitive help

IP*edi.link takes advantage of low-cost Internet standards to provide the reliability and security of traditional EDI solutions while dramatically lowering the costs of entry and operation. IP*edi.link can actually reduce EDI expenses by as much as 90% when compared to Value-Added Network (VAN) usage fees.

By providing custom EDI transaction standard and networking options for each trading partner, IP*edi.link creates a smooth migration path to Internet-based Electronic Commerce. For additional information about IP*edi.link, contact IPNet Solutions.

Plus, IP*edi.link features Configurable Transaction Routing (CTR), which allows you to specify different transport modes for each transaction for each trading partner. For example, you can now send mission-critical transactions such as purchase orders and invoices through your favorite value added network, and less critical transactions, such as a 997 functional acknowledgement, through the Internet. And, you can customize your network configuration for each trading partner. We know of no other EDI product that offers this level of flexibility.



Itron

Products

Utility (gas, electric, power) company focus on reading meters.

Categories

Logistics

Contact

<http://www.itron.com/>

Itron, Inc.

2818 N. Sullivan Road

Spokane, WA 99216

509-924-9900 | Fax: 509-891-3313

Vendor's Description

Itron's wholly-owned subsidiary, Utility Translation Systems (UTS), is the United States' leading provider of software systems for acquisition and analysis of electric and gas usage data from large commercial and industrial meters. UTS also has systems installed in over 20 countries outside the United States. Additionally, UTS offers a large-account power billing system (MV-PBS), and has supplied a software system to the California ISO (Independent Systems Operator) power exchange.

Maagnum

Products

Numerous products

Categories

Logistics, Selling, payment,

Contact

<http://www.maagnum.com>
info@safesell.com

Maagnum Commerce Services, Inc.
420 Highland Avenue
Post Office Box 339
Cheshire, Connecticut 06410
Voice (203) 699 - 8225
Fax (203) 699 - 8235

Vendor's Description

Maagnum offers a variety of off-the-shelf plans as well as customized solutions designed to meet the wide-ranging requirements of new and experienced Internet retailers:

- An excellent starter plan for Internet merchants seeking a secure, affordable solution to get online quickly to begin selling goods and services over the Internet.
- A custom tailored electronic distribution service for software, music and information vendors selling and delivering soft goods over the Internet.
- A comprehensive commerce hosting solution for those seeking a secure and highly reliable hosting environment to merchandise products and process orders and payments over the Internet.

Merchants seeking the most comprehensive solution for electronic commerce can rely on this package of services, which integrates online selling, commerce hosting, physical fulfillment and 800 inbound services.

If none of our off-the-shelf packages are right for you, we will design and build a plan to meet your unique business needs. An expert account manager will work with you to customize an electronic commerce solution to boost your Internet business.

At Maagnum, we have the expertise, technology partnerships and Internet experience to integrate all elements of sales and merchandising, from storefront design and online selling to fulfillment and 800 inbound service. This means we can manage your entire electronic commerce process so you can spend time doing what you do best: making and marketing the highest quality product in your industry.

Make-a-Store, Inc.

Products

Make-a-Store - Your E-Commerce Solution Provider

Categories

Sales

Contact

<http://www.make-a-store.com/>

Vendor's Description

Simply put, Make-a-Store's software enables you to create a virtual online sales catalog of your products or services....

So what makes us different from our competitors? In a word, service. We do all setup, configuration, customization, and installation of our software. You never have to touch any code! We will tailor fit each screen to your exact specifications. What's more, our software is the most feature packed available on the web. Our E-Commerce software is the simplest to use for both you and your customers. It is easy enough for the computer illiterate and robust enough for the true web wizard!

We offer an extremely powerful and affordable packaged storefront for the small/medium sized business owner in two different versions - a database version and a non-database version....

McMurtrey / Whitaker & Associates

Products

Cart32 v2.5 CGI Shopping Cart System for Windows 95 and Windows NT Web Servers
Categories Sales

Contact

<http://www.cart32.com/>
Fax 417-865-9062
Phone 417-865-1283.
McMurtrey/Whitaker & Associates, Inc.
901 E. St. Louis, Ste. 200-17
Springfield, MO 65806

Vendor's Description

Cart32+ Features

- 32-bit CGI program for Windows 95 & NT
- Easy to setup and use, Windows & Web Browser Administration Program
- Standard CGI Program - Works with Website Pro, Microsoft IIS, Netscape Fastrack & Enterprise, Purveyor, MS Personal Web Server, and more
- Great for ISP's or businesses to install on their provider's server; Fast CGI Execution
- Cart holds item name, part number, quantity, price, shipping, tax, weight and custom options
- Item price, part number, shipping, weight and tax adjustable based on an option; Add multiple items as one time
- Accepts both billing and shipping addresses
- Validates credit card numbers; Automatic credit card authorization using CyberCashTM; Flexible tax options including tax rates for each state or country and flat tax support
- Flexible shipping options including shipping by weight, total cost, number of items and more
- Customize shopping cart tables, fonts, colors and images using the Cart32 Admin; Further customize shopping cart output using HTML Templates files; Customize the e-mail messages sent to the client and to the customer
- Translate Cart32 output to work in different languages
- Orders are written to Cart32's own database for viewing in the Cart32 Administration
- Export orders into tab or comma delimited files for importing into database or spreadsheet applications

Mercantec

Products

Softcart

Categories

Sales

Contact

<http://www.mercantec.com/>

Mercantec, Inc.

3080 Ogden Avenue Suite 302

Lisle, Illinois 60532

Telephone +1 630.305.3200

Facsimile +1 630.305.6065

General information: info@mercantec.com

Vendor's Description

Mercantec SoftCart makes taking orders over the Web stable, secure and hassle-free for your business. SoftCart allows you to add commerce to an existing Web site or build a virtual store from scratch. Using SoftCart's templates, you can build a Web store and be ready to take orders on-line within days....

SoftCart accommodates the widest range of payment systems, databases, Web servers and browsers, order delivery options, and tax and shipping models. SoftCart is "cookie-free," utilizing StateTrack™ session tracking technology, which guarantees compatibility with all current browsers, is firewall-compatible, and does not intrude upon the shopper's privacy.

SoftCart 3.2 includes Microsoft Active Server Pages support, server parse first, support for Server Side Includes and support for Microsoft Wallet, plus an up-sell/cross-sell demo store.

StoreBuilder for Microsoft® FrontPage®

Mercantec StoreBuilder for Microsoft FrontPage offers Web builders the ability to use the latest electronic commerce technology from Mercantec in conjunction with FrontPage, Microsoft's Web site creation and management tool. Together, the two products make it easy to open up a virtual store which converts your Web site from a site that shows into a site that sells.

Software Developer's Kit (SDK)

The SoftCart SDK is designed for programmers and systems integrators. It includes developer-level technical documentation that will assist a programmer in extending SoftCart's functionality or integrating SoftCart with other WWW programs and legacy systems. It also includes sample programs (C and Perl) for the five primary SoftCart interfaces.

Microsoft

Products

MicroSoft Site Server Commerce

Categories

Infrastructure

Contact

<http://www.microsoft.com/siteserver>

Headquarters in Redmond, WA

Vendor's Description

Note: See also Digital for Digital/Microsoft partnership

Commerce Server... offers the ultimate in customer experience, easy setup and administration, and the most advanced promotion-based merchandising technology available. Commerce Server can be used out of the box to set up a basic online store, or it can be customized to fit a merchant's specific needs. And Commerce Server is the only integrated commerce solution that will work with your existing relational databases.

Commerce Server plays a key role in Microsoft's strategy to support commerce on the Internet. It is designed for full integration with the Microsoft BackOfficeTM family of server software products, yet its open, extensible architecture can also be used successfully with third-party components. Microsoft is committed to working with customers and third parties to realize the full potential of the Internet....

Easy setup

You can, of course, design and set up your online store from scratch, but you don't have to. Starter stores, HTML templates for the development of an online "store," make it possible to build a sales- oriented Web site without having to design the site layout—or individual pages—from scratch. These building blocks can save a great deal of time and resources.

Starter Stores

The starter stores shipped with Commerce Server are in part basic templates, in part operational samples that can be modified to fit a specific sales model. They provide formats for a home page, product pages, company information pages, and other typical structures of a Web site designed for online selling. Templates consist of hard-coded HTML as well as page-generation directives (keywords) that specify what data should be inserted in a page, what queries should be run against the database, and so on.

Authoring and media tools

Commerce Server supports all standard HTML and HTML-related tools. As you design your online store, you can use your favorite software for creating Web pages and adding media enhancements—pictures, sound, or video.



Dynamic product presentation and management

With Commerce Server, you don't need advanced programming skills to put a wealth of product data online or to modify the contents of your store.

Dynamic page generation

Dynamic page generation means that HTML pages are created "on the fly," simplifying implementation and reducing costs. Thanks to dynamic page generation, your online store can keep pace with changing product specifications and promotions. Pages can be personalized according to data collected from individual customers and from the product database.

Product presentation

The system's database management functions allow you to offer individual products in any number of colors, sizes, versions, languages, and so on. Buyers can be prompted on an HTML form for more specific product options, ranging from personal monograms to optional warranty service.

Updated pricing and promotions

Dynamic page generation makes it possible to adjust product pricing in real time, as often as necessary. Featured products can be spotlighted; you can present a feature of the day, or a feature of the hour, if you like. Special sales promotions can be aimed either at the entire online audience or at particular buyers based on customer demographic data.

Cross-selling and up-selling

When a buyer selects an item for purchasing, the system can automatically suggest a complementary item (cross-selling) that is available in the store; for example, a buyer who selects a camera can be offered a tripod as well. Or the system can suggest a similar item of better quality (up-selling).

Ease of management

A user-friendly HTML form, designed by you or a service provider, makes it easy to add, remove, or modify product items and their attributes. Thanks to this form, in combination with dynamic page generation, you can focus your energies on managing your store—not on authoring Web pages or struggling with code.

Convenient order and inventory management

Commerce Server features real-time pricing that supports a variety of payment methods and adds in applicable tax and shipping charges. VeriFone vPOS software is available for secure payment processing.

VeriFone vPOS

For the first time, this industry-standard payment software is bundled with an Internet selling solution. When coupled with payment software available from your choice of financial institutions, vPOS gives you an integrated, comprehensive mechanism for handling credit card transactions securely over the Internet. vPOS communicates directly with the financial institution to effect authorization, capture, and other payment functions.

The components of the system are the Commerce Server, Commerce Utilities, Commerce databases.

Minivend

Products

Minivend

Categories

Sales

Contact

<http://www.minivend.com/minivend/> Original author of Vend is Andrew Wilcox, awilcox@world.std.com. MiniVend is based on Vend 0.2, with portions from Vend 0.3, and is enhanced and modified extensively by Mike Heins, mikeh@minivend.com.

Vendor's Description

MiniVend is a full-featured electronic catalog system (commonly known as a shopping cart) that can be set up with multiple catalogs and as a Mall. It provides an interface complete with SSL security and database support.

MiniVend is freely-redistributable under the GNU General Public License. It runs on Unix and 32-bit Windows -- Mac support is not available. MiniVend 3.06 is the current version. Its features and power rival the costliest commercial systems. If you want to see what it can do, check out some sites that use MiniVend.

MiniVend Features

- Users maintain a "shopping cart" for ordered items Multiple independent or shared catalogs allow one server to run many storefronts or a "mall"
- Complete SQL database support, including ODBC, via the powerful Perl DBI/DBD interface
- SSL support means secure and practical credit card ordering PGP support for secure off-site mailing of orders
- Built in support for CyberCash
- Catalogs can be of almost unlimited size with excellent performance
- Multi-server mode for very high capacity on systems with sufficient memory
- Cookie support allows browsers to leave catalog and come back without losing session state -- browsers that don't accept cookies will still work fine
- Multiple shopping carts allow buy-sell operations or classified add exchanges
- Built-in addressable database support with virtually unlimited rows and columns and field sizes-- no SQL is required to run Minivend
- Many, many, other features
- Powerful search capability

- Fast binary search
- One-click scan and search -- build a whole search in a single HREF
- Complete Glimpse interface
- Range searching, numeric and alphanumeric
- Embed searches within searches
- Independent field search selection and return
- Search any file, build results from any database
- Complete control of appearance
- Over 80 predefined tag functions
- Powerful user-definable tags
- Catalog pages automatically selected -- either built "on the fly" from the database or pre-made for popular items
- Embedded Perl and conditional HTML allow complex and flexible catalog pages to be completely built from the database
- Full frames support
- Full client-side imagemap support, including frame targets and form submits
- Flexible Ordering Process
- Multi-level order screens with configurable field verification
- Shipping calculation, mixed modes, with UPS table lookup
- Sales tax calculation, with fully independent non-taxable item and taxed shipping
- Fully-configurable discounts with coupons or across-the-board discounts
- Fully-configurable quantity pricing
- Back end order entry capability, including mSQL
- Fully configurable order reports
- Easy Administration
- Automated installation and configuration
- Numerous administration utilities
- Runs under Perl 5.003+ and almost any UNIX
- Works well with all browsers.



Myers Internet Services

Products

iCAT Electronic Commerce Suite, Mortgage-Net, Equity-Net

Categories

Sales, Marketing

Contact

http://www.myer.com/mis/products/icat/prod_stc.htm

<http://www.myer.com/mis/products/icat/icatpr2.htm>

Corporate Office: San Jose, CA

Phone : (800) MYERS-70, (800) 693-7770, (408) 453-7390

Fax : (408) 453-7391

Email : sales@myer.com

Vendor's Description

There is no better way to showcase your products and expand your sales than with the iCat Electronic Commerce Suite, a powerful software solution for publishing complete interactive catalogs on the Internet or CD-ROM. The iCat Electronic Commerce Suite is one solution with three components-iCat Commerce Publisher for catalog creation, iCat Commerce Exchange for secure transaction processing and iCat Commerce Player for catalog delivery on CD-ROM.

In the iCat Electronic Commerce Suite, use the iCat Commerce Publisher to collect and organize your unique product information into a dynamic catalog which speaks powerfully to your customers. Adding iCat Commerce Exchange, your catalogs become alive with features-shopper registration, product searches, indexes and secure electronic ordering. And with Commerce Player, add another powerful way to speak to your customers, CD-ROM.



Netbot

Products

Jango

Categories

Searching

Contact

<http://www.jango.com>

Ravi Pandya

VP Engineering & Server Operations

Netbot Inc

4530 Union Bay Place NE #208

Seattle, WA 98105

206 522 7800 x117

206 522 9980 fax

pandya@netbot.com

Vendor's Description

A 1997 Winner of NetCommerce VIP award.

Ready to Download at <http://www.jango.com>

Jango, the first intelligent Internet shopping assistant, links shoppers to the right merchant sites.

Seattle, Wash., May 13, 1997 -- Netbot, Inc., Seattle-based Internet software developer, today announced the public availability of a beta version of Jango, the Internet's first intelligent shopping assistant.

Jango is an application for Windows95 or WindowsNT that works in concert with a user's browser (Microsoft Internet Explorer or Netscape Navigator). A user enters the name of a product they are shopping for and Jango automatically determines which stores and information sites are relevant. Jango then automatically consults those sites and quickly prepares reports for the shopper including such things as detailed product information, comparative reviews, product pricing, and manufacturers' specifications. When a shopper is ready to buy, Jango accelerates the process by automatically filling in order forms with information provided by the user during the original registration process.

Jango communicates with online stores using standard Web protocols and works with online stores' existing interfaces. From a store's perspective a Jango shopper has the same access patterns as someone shopping on their own, so Jango will not put any unusual performance demands on store sites until it brings a store many new customers.



NetCart

Products

NetCart

Categories

Sales

Contact

<http://www.netcart.com/>

Vendor's Description

The NetCart™ catalog system links to an existing or new web site. Simply upload pictures of your products and use a standard web browser to add, update, and delete product items and categories. You can choose 'specials', mark a product *NEW*, even change the entire look and feel of your catalog at the click of a button! All NetCart™ sites reside on T1+ bandwidth, allow up to 1500 items & categories, and include all updates and improvements throughout the year at no extra charge. Thousands of people visit NetCart™ powered sites each day. Why not make your site one of them?

Netscape

Products

BuyerX, CommerceXpert suite of projects that are "Enterprise Solutions", Netscape Application Server; Netscape Suite Spot Enterprise Suite

Categories

Buying, selling, logistics, billing

Contact

http://home.netscape.com/comprod/at_work/index.html

http://home.netscape.com/comprod/server_central/kiva/index.html

http://home.netscape.com/comprod/server_central/product/suite_spot/index.html

Netscape World Headquarters
501 E. Middlefield Road
Mountain View, CA 94043
phone: 650/254-1900
fax: 650/528-4124

Vendor's Description

NETSCAPE APPLICATION SERVER

The industry-leading Internet application server, Netscape Application Server 2.0 enables corporations to develop, deploy, and manage business-critical applications. The Application Server solution includes Netscape Application Builder 2.0 and Netscape Extension Builder 2.0 to ensure high availability and easy integration with existing enterprise systems.

With the acquisition of KIVA Software Corporation, Netscape became a leading provider of application server software for enterprise-class intranet, extranet, and Internet applications. Netscape now offers Application Server, Application Builder, and Extension Builder to Netscape customers developing and deploying business-critical applications that reach beyond the company to include partners, customers, and suppliers.

Application Server provides significant new features and unprecedented functionality for corporations implementing business-critical Internet and extranet applications where high performance, rapid development, scalability, uncompromised availability, and enterprise integration are critical to achieving their business objectives.

NETSCAPE SUITESPOT 3.5

WHAT'S NEW

Netscape SuiteSpot, the leading open platform for networked enterprises, is now available with new features to help you more effectively manage information, communicate and collaborate, and automate business operations with a secure administration infrastructure.

NETSCAPE COMMERCEXPERT PRODUCT FAMILY

A Complete Family of Business-to-Business and Business-to-Consumer Products The Netscape CommerceXpert product family of electronic commerce solutions was developed by Actra, a joint venture funded by Netscape and GE Information Services (GEIS). The commerce solutions outlined below are based on the same open protocols and scalable security architecture used for communications on the Internet. Any company with Internet access can easily become a trading partner and enjoy the enhanced security features provided by Netscape's electronic commerce solutions. Moreover, Netscape's electronic commerce products can interoperate with EDI networks and private value-added networks (VANs) so even companies with proprietary systems can take advantage of online commerce.

Netscape ECXpert. As the foundation of Netscape's commerce product line, ECXpert delivers EDI for the Internet. For more information about this product, please refer to the following: data sheet FAQ white paper

Netscape SellerXpert. This electronic product catalog uses EDI technology for order management via the Internet. For more information about SellerXpert, please refer to the following: data sheet FAQ

Netscape BuyerXpert. This Internet procurement system operates in a multisupplier, inter-enterprise environment. For more information about BuyerXpert, please refer to the following: data sheet FAQ

Netscape PublishingXpert. This comprehensive extranet publishing solution is a complete, end-to-end business solution that allows companies to share and sell their knowledge capital. For more information on PublishingXpert, please refer to the following: data sheet FAQ

Netscape MerchantXpert. This Internet retailing solution provides software that allows companies to provide online, personalized Internet store fronts. data sheet FAQ white paper

Other Applications

- Information Delivery
- Application Management
- Human Resources

NOW! Tools

Products

Checkout 3.0 PRO

Categories

Sales

Contact

<http://checkout.giaco.com/CheckoutPro/>

Call our sales office @ 1-888-NOWTOOLS or speak to our lead programmer @ 1-602-935-5556 to discuss your project

Vendor's Description

CheckOut! Pro 3.0 allows you to offer both a Java and a CGI interface to your shoppers as well as the ability to customize order buttons, a last chance screen, varied shipping and sales tax options, a printable final invoice page and more. Only \$389.00 including installation!



Open Market

Products

Transact 4

Categories

Sales

Contact

<http://www.openmarket.com/transact/datasht1.htm>

Open Market, Inc.
1 Wayside Road
Burlington, MA 01803
Telephone: 781.359.3000

Menlo Park Office
535 Middlefield Road
Suite #250
Menlo Park, CA 94025
Telephone: 650.614.3400
FAX: 650.614.3409

Vendor's Description

Internet commerce is no longer an option for market leadership. It's a requirement. That's why so many enterprises are turning to Open Market Transact™. The world's premier Internet commerce enterprise application, Transact is:

Comprehensive. Transact implements industry best practices for the entire Internet commerce cycle. In fact, Transact supports some of the most successful Internet commerce sites on the Web, including AT&T, Barclay's Bank, Time Warner Pathfinder, and Disney. Moreover, Transact supports the full range of business models — business-to-business, business-to-consumer, and information commerce — and allows businesses to offer physical goods, digital goods, and subscriptions. Delivered as an enterprise application, Transact can support every business without long and risky programming projects.

Flexible. In use by over 1,000 businesses in more than 25 countries, Transact supports multiple languages, currencies, payment methods and business models simultaneously. The modular structure of the system allows it to grow with the evolving needs of your Internet business. Its object-oriented application program interfaces (APIs) allow it to be tightly integrated with other enterprise systems, unique payment gateways, and custom Web sites. And its unique, distributed architecture allows Transact to support multiple divisions, lines of business — even multiple companies — with a single Transact server.

Transact takes care of the complexities of Internet commerce so you can concentrate on running your business.



pcOrder.com, Inc.

Products

pcOrder Electronic Commerce Platform

Categories

Buying, Selling

Contact

<http://www.pcorder.com/>

Corporate Location:

pcOrder.com

6034 West Courtyard Drive, Suite 210

Austin, Texas 78730

Phone: (512) 342-0100

Vendor's Description

Join the 10,000 computer sales representatives, procurement officers and corporate customers who utilize the pcOrder™ platform to shop for computer systems and components, access enhanced product information and place orders online. By partnering with major computer manufacturers, distributors and resellers, pcOrder has developed and deployed an independent electronic commerce system for use by the entire computer industry.



PTD L.L.C.

Products

Catalog Cruizer

Categories

Searching

Contact

<http://www.catalogcruizer.com/>
PTD L.L.C.
P.O. Box 223719
Chantilly, VA 20153-3719
Tel: 703.277.3343 | Fax: 703.277.3353
Email: ptdinfo@ptd.com

Vendor's Description

The On-Line Shopper . . . Is shopping on-line just too slow? Do you wait several minutes for each picture to download? Are you concerned about security? What's missing from your electronic shopping experience? . . . The Catalog Cruizer!

The Mail-Order Catalog Shopper . . . Is shopping by mail-order the answer to your busy schedule? Is your mailbox stuffed with catalogs? Wouldn't it be great to receive your mail-order catalogs by e-mail? What can make your mail-order shopping experience even better? . . . The Catalog Cruizer!

PTD offers both on-line and mail-order catalog shoppers a new way to shop! Our Catalog Cruizer allows you to browse and buy retail items from electronic versions of your favorite mail-order catalogs, all without having to connect to the Net! We provide shoppers with a faster, more convenient, more secure way to browse and shop electronically. Just think of the time, effort and money you'll save!

Download the Catalog Cruizer now and see how easy it is to use. Or if you're still not convinced, continue reading and we'll answer all the questions you may have.

QRS Corp

Products

QRS Keystone, QRS Catalyst, QRS Horizon Planning,

Categories

Buying, Receiving, Payment, Marketing, Logistics

Contact

<http://www.qrsi.com/products/keystone.html>

<http://www.qrsi.com/products/catalyst.html>

QuickResponse Services, Inc.

1400 Marina Way South

Richmond, CA 94804

510-215-5000

Vendor's Description

QRS Catalyst: Management tools that transform sales data into actionable information.

Are you tired of looking for consumer trends in stacks of paper? Do you need a tool to efficiently identify changes in the market and track trends?

QRS Catalyst provides the information you need to improve revenues and maintain consumer loyalty by providing the best merchandise mix. Make an impact in business with QRS Catalyst.

QRS Catalyst, the newest service in QRS' group of Inventory Management Services, enables users to track which products are selling. This data can be tracked in several levels; by U.P.C .and store location or at the total partnership/product category level. Whatever type of data the user needs.

QRS Horizon: The best tool to accurately project consumer demand.

Predicting the future is very difficult and often incorrect. With QRS Horizon, the mystery is solved. Ranging from simple statistical methods to casual network technology, QRS Horizon supports a variety of forecasting methodologies.

While retailers have had SKU/store level sales information for years, their trading partners have not had consistent access to the same information. Manufacturers, on the other hand, generally have no such systems. Manufacturers do, though, have terrific knowledge about forecasting for their own production and analyzing overall market trends. Manufacturers have traditionally leveraged that information for their product development and for production

QRS Horizon "fits" the forecast to the sales history to develop the most accurate projection of demand. Users can see actual sales, the "fitted" data and the forecast demand in both spreadsheet and graphical formats.

Quinn Communications, LC

Products

ECStore - Electronic Commerce Store; REAP (Retail Alliance Partnership)

Categories

Sales

Contact

<http://www.ecstore.com/>

2000 PGA Boulevard Suite 3240
Palm Beach Gardens, FL 33408
35-20 Broadway Suite 4000
Long Island City, NY 11106
1-888-EC-STORE
+1.561.622.7577
info@ecstore.com

Vendor's Description

The *ReAP™ Market* is a retail alliance partner program designed for retailers to manage their electronic commerce catalog needs from an industrial strength database. ReAP Market's specialized Internet storefront hosting service is designed to enable retail merchants to take full advantage of the Internet marketplace without incurring the expense usually associated with bringing in-house an online electronic commerce system.

QuinnCom's *ECStore™* enables retailers or catalog based businesses to sell products from the World Wide Web. Products are securely managed from an industrial strength database to promote electronic commerce via a retail merchant point of sale system.

ECStore™ is an easy and economical way to start doing electronic commerce from your Website today. If you need to start selling your products and services from your Website quickly, or you want to test-out electronic commerce *ECStore* is your answer. With the new release *ECStore 3.0*, electronic commerce-enabled database-driven sites are created on the fly.

If you consult with other companies or host Internet sites the Retail Alliance Partner program, ReAP is for you. This program is designed for resellers and solution integrators.



Speedware Corp

Products

Speedware OrderPoint

Categories

Sales, Logistics, Billing

Contact

<http://www.speedware.com/products/store/>

Joanne McGarry
Speedware Corporate Public Relations Manager
pr@speedware.com
416-408-2880 Ext. 264

Vendor's Description

What is Speedware OrderPoint? Speedware OrderPoint is a complete Internet Commerce application designed for companies who want to Web enable their sales channel quickly and cost effectively. Speedware OrderPoint consists of the front-end as the storefront, catalog, shopping cart, and payment schemes you need to get your secure site up and running, as well as the back-end office functions to keep information about product, price, customers and sales orders current....

Who is using Speedware Internet Commerce solutions today? ... Early adopters such as PCService Source, MaxData, Quad Graphics, Bank of Montreal, and more have Web enabled their businesses with Speedware.

What are Speedware differentiators? Speedware delivers innovative Internet-centric applications and tools for companies that need to get the job done. Speedware products can get you selling on the Web with a standalone commerce application, allow you to customize or create new applications with a leading Web development toolset (Autobahn), and allow you to manage the knowledge capital in your organization with business intelligence tools that support OLAP and managed queries (Media and Esperant). Speedware also offers industry leading 7x24 support for all products from a single 800 number.

...Speedware OrderPoint delivers a great depth of functionality, full scalability and power without compromising ease of use. It was designed to easily integrate with existing enterprise systems. Speedware OrderPoint is an extremely cost effective solution with an extremely attractive ROI for business to business commerce.

What about Speedware OrderPoint and EDI? While larger, more established businesses may have the capacity to implement EDI, a substantial number of their customers may not be in a position to do so. In such an environment, Speedware OrderPoint is seen as a complementary solution with EDI. These companies can implement Speedware OrderPoint to appeal to their second tier of clients, who may not have implemented EDI. It's also an alternative for mid-tier companies that have not already invested in EDI. Now they have a way to interactively communicate with their customers.

Sterling Commerce

Products

Commerce, Connect, Gentran, Vector

Categories

Logistics

Contact

<http://www.stercomm.com/products/>

Sterling Commerce, Inc.

4600 Lakehurst Court

Dublin, OH 43016

(614) 793.4982 or (800) 299.4031 ext. 201

(614) 793.7092 (FAX)

E-Mail your comments/questions to info_corp@stercomm.com

Vendor's Description

Sterling Commerce is a global provider of electronic commerce products and services. Its comprehensive range of products cross all major computing platforms and automate a wide range of business processes. As electronic commerce becomes the norm for doing business, more and more companies select the proven products and services offered by Sterling Commerce in order to compete more effectively.

Commerce

Facilitating the secure exchange and distribution of electronic business documents, transactions, and automated catalog information for industries of all types and businesses of all sizes utilizing network, software and Internet solutions.

Connect

Whether you need high-performance point - to - point data exchange; robust repository - based data collection and distribution; data encryption or firewall security, Sterling Commerce's CONNECT family is the answer to all of your complex Enterprise Data Exchange requirements.

Gentran

Messaging software that automates and manages the flow of internal and external business transactions to streamline global supply chain management across multiple platforms and environments.



Vector

Enables banks to provide their retail and corporate customers integrated item processing services for check transactions.

Sun

Products

Java Application Server for Enterprise; large number of hardware and software products

Categories

Infrastructure

Contact

<http://www.sun.com/products-n-solutions/>

Vendor's Description

By Michael Moeller, PC Week Online and Deborah Gage, Sm@rtReseller 03.09.98

Sun to announce Java application server

Sun Microsystems Inc. is working on its most significant commercial Java product to date, creating a little competition with its development partners in the process.

As early as the JavaOne Developer Conference later this month in San Francisco, Sun's JavaSoft division could begin detailing plans for a Java application server for running business logic on a middle tier and connecting legacy systems to Java clients.

The server software, built on Sun's 8-month-old Java WebServer, bundles EJB (Enterprise JavaBean) support and a revamped servlet API structure.

The application server would be one of the first server products from JavaSoft, of Mountain View, Calif., originally formed as Sun's API development and licensing arm. The software will compete with similar products built with Sun's Java Development Kits by partners such as IBM, Novell Inc., WebLogic Inc. and GemStone Systems Inc.

JavaSoft President Alan Baratz acknowledged the competition but dismissed its impact.

"The application server market is a billion-dollar market," Baratz said. "There may be competitors, but there won't be many, and we'll take care of them as best we can."

Christopher Keene, president of Persistence Software Inc., in San Mateo, Calif., which plans to announce at JavaOne its own application server, PowerTier J, said users will be able to differentiate the products.

"Our product specializes in how an application server talks to a relational database," Keene said. "Other applications will focus on other pieces."



Trade Compass

Products

Trade Compass- C A R A V A N

Categories

Logistics

Contact

<http://www.tradecompass.com/caravan/>

Vendor's Description

A 1997 Winner of NetCommerce VIP award.

Caravan is an open client-network software integration initiative (technology) that allows non-EDI capable companies or businesses with legacy software and hardware environments to use the Internet for business to business exchange of electronic documents. It will assist large companies in distributing EDI capabilities to small trading partners, and create a central hub where small trading partners can exchange data.

Caravan provides a low cost, easy to use service designed to serve as both a hub and to accommodate all sizes of trading partners involved in global trade

How Caravan Works.

Caravan extends Trade Compass beyond the browser to desktop applications which can integrate with existing accounting and business applications. Through the Web, existing business forms can be translated into electronic counterparts with relative ease. The data from these forms can be connected to purchasing, procurement, and logistics applications thereby eliminating paperwork and saving on data entry costs. Trade Compass Caravan is the next step in this process.

Industry Standard Partners

Caravan brings together industry standard software from Sterling Commerce, networked data warehouses from Microsoft, and trading partners around the world; creating a secure network through which all types of electronic commerce can flow. Caravan technology is built to industry standard specifications, such as ANSI X-12, and UN EDIFACT; constructed with industry standard technology from Sterling Commerce, and Microsoft; and supported by vendors such as Freightdata 2000, Unz Corporation, Integrated Trade Solutions Inc., OCR Inc. and other global trade and logistics software developers.

A Secure Network on Top of the Internet

Caravan creates a virtual private network on the Internet, which allows trading partners to communicate securely with each other. This network provides accountability, certification, and authentication of trading partners. Public Key Encryption is used to protect sensitive transactions, and verify the identity of all users.



TRADE'ex Electronic Commerce Systems, Inc.

Products

Trade'ex Procurement
Trade'ex Distributor
Trade'ex Market Maker
Trade'ex Hosting

Categories

Buying, Logistics, Sales

Contact

<http://www.tradeex.com/>

Corporate Headquarters
TRADE'ex Electronic Commerce Systems, Inc.
501 East Kennedy Blvd., Suite 750
Tampa, Florida 33602
Phone: (813) 222-2050
Fax: (813) 222-5658

Vendor's Description

TRADE'ex Procurement™, our flagship product, streamlines company-wide purchasing for employees while building an Extranet to authorized suppliers. The application efficiently organizes and automates purchasing activities by moving the buying function to the corporate employee's desktop where they can place orders from a centralized catalog, within preset guidelines, for operational goods and services.

TRADE'ex Distributor™ creates a self-service 'sell-side' Extranet for customers to do business with the enterprise.

TRADE'ex Market Maker™, is designed for organizations to create and operate an industry-wide wholesale marketplace by connecting a trusted community of buyers and sellers.

We also offer *TRADE'ex Hosting*™, a tool for commerce service providers like ISP's, Telco's and financial institutions to host multiple TRADE'ex e-commerce applications on a single server.



VailSoft

Products

WebStore 400/400CS - Perl Shopping Cart Software

Categories

Sales

Contact

<http://www.ratite.com/Perl/WebStore.shtml>

VailSoft Corporation

2121 N. Frontage Rd. W., Suite 300

Vail, CO 81657

1-970-479-7900 or call Toll Free (only in the U.S.) at 1-888-VailSoft (1-888-824-5763)

info@vailsoft.com

Vendor's Description

- MS Frontpage Compatible WebStore converts line control characters in the <HTML> documents created using MS Frontpage to UNIX new lines.
- JavaScript Forms WebStore's new Floating <FORM ACTION> permits the use of JavaScript forms on all HTML pages within your WebStore.
- SSL on Order Form Due to the inherent overhead of secure sockets, WebStore invokes SSL when shoppers go to the order form and subsequent confirmation of order.
- If you do not use SSL, setting this feature to 0 (zero) in the WebStore script disables secure sockets entirely.
- Search Engine Search Price (Less than, Equal to, or Greater than) or Keywords or Phrase. Search Price and Keywords or Phrase. Searches performed on a selected Category or All Categories.
- Search results are treated as if you had placed them in their own category, with the added features of maximum items returned per web page and forward/backward paging.
- Search engine is currently operating on databases exceeding 7,000 items.

Virtual Shopping Cart

Products

NetLink

Categories

Sales

Contact

<http://www.netlink.net/cybernet/cybernet.htm>

NetLink Data-Communications, Inc.

Email: Info@Netlink.net

Vendor's Description

NetLink's Virtual Shopping Cart allows the consumer to purchase items by putting them into a virtual shopping cart, which will automatically create an invoice. Once the consumer has completed selecting items, the Virtual Shopping Cart checkout stand automatically adds applicable sales tax and shipping fees.

The NetLink system then displays the invoice and requests a payment method. The consumer is then given the option to launch the CyberCash Wallet. If they do not already have the CyberCash Wallet software, it can be downloaded for FREE in a matter of seconds.

After the consumer chooses a credit card for payment, the rest is a series of encrypted automatic messages that travel between the parties and the credit card networks. NetLink is a CyberCash VIP business partner.

WebVision Corp

Products

Webtropolis Suite of Products:
Framework, OrderNet, AuctionNet, Business Interface

Categories

Sales, Logistics, Infrastructure, Support

Contact

http://www.webvision.com/g2T.0aBd/products_new/index.html

WebVision, Inc
19950 Mariner Avenue
Torrance, CA 90503
1 (800) 932-8840
FAX 1 (310) 793-4462

Vendor's Description

WEBtropolis Product Suite

To understand the WEBtropolis methodology, which is based on sophisticated links to relational databases and other back-end objects, it is useful to conceptualize three layers in the development of a WEBtropolis site.

At the base of the triangle is the *WEBtropolis Framework*. The framework layer represents the core technology and includes a series of stand alone tools which are able to accomplish a variety of tasks. These tasks might include: user authentication, object integration with the web server, database access, transaction processing, search engine, payment gateway processing, auction creation and other advanced web site functions.

At the center of the triangle are the *WEBtropolis Applications*. Quite simply these applications are a combination of framework tools which work together to perform a coordinated function such as an ecommerce or auction site. All WEBtropolis applications listed share many common elements yet their function can be quite different. Our most popular applications include ecommerce (ORDERnet), auction (AUCTIONnet) and Intranet/database integration.

At the top of the triangle is the *WEBtropolis Business Interface*. This final layer allows WebVision to customize the front-end of the WEBtropolis application for a particular customer or industry. The front-end business interface is written in simple HTML/graphics. The front-end HTML calls on the framework tools within the WEBtropolis application to provide intelligent processing for the information collected at the interface. This feature allows developers to quickly change the graphical look of a site without having to adjust its powerful information processing programs on the back-end.

WIZ-TEC

Products

VisualCash

Categories

Billing

Contact

http://www.cadvision.com/Home_Pages/accounts/wiztec/

Wiz-Tec Computing Technologies Inc.

Bay #8, 1420 40th Avenue N.E.

Calgary, Alberta Canada T2E 6L1

FAX 403-250-8093

General Information: wiztec@shaw.wave.ca

Sales: wiztecsales@shaw.wave.ca

Vendor's Description

Introducing VisualCASH 2.0 for Windows. For as little as \$299, you are now able to accept 'plastic money' as secure and easy as CASH. VisualCASH is a powerful credit/debit authorization and settlement management software that offers you many great advantages and conveniences. All you need to do is to authorize and deposit without even leaving your desk, and VisualCASH will handle the rest for you. No more exhausted hours processing paper slips, doing calculations, making deposits and adjustments, and returning declined credits and cheques. No more lost product and service revenue due to ineffective payment enforcement. And no more inconveniences for your customers such as 'signature on bank slip', 'fax backs', 'CODs', and 'certified cheque or money order only'. VisualCASH makes collecting credit/debit payment so easy that you may now operate your business cost effectively, effortlessly, and with total customer satisfaction.

New! VisualCASH Pro 2.0 for professionals. Included are features in the VisualCASH standard edition, the VisualCASH network edition, plus VisualCASH DDE, OLE Automation (EXE and DLL) and Network File servers! Now integrating credit/debit authorization into your application is as easy as sending one line of message to VisualCASH server as in the following examples:

Authorize@Purchase@4003010123456780@\$499.00@9808@... to authorize it!

or Store@Purchase@4003010123456780@\$299.00@9808@... to batch it!

And VisualCASH will pass back the authorization information, including formatted merchant and customer receipts to your application. Enable your Web Server for live credit card authorization? Or add VisualCASH to your Microsoft Office applications!

computerliteracy.

The informative resource for computer professionals.

AD INFO

allECommerce

Internet-Based ECommerce News, Resources and Business Strategy



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This week's Electronic Commerce Headlines:

- ▶ FedEx, UPS Jockey to be Internet's Preferred Shipper
- ▶ Women Will Help Fuel ECommerce
- ▶ The Survey Says... People are Buying Online
- ▶ U.K. Users Don't Trust ECommerce
- ▶ Open Market Seeks Partners
- ▶ Growing Pains for Online Banking
- ▶ ECommerce Goes High End
- ▶ Chinese Users Flock to Internet
- ▶ How The Internet Saved The Used-Book Store
- ▶ Will Politics Spoil A Tax-Free Internet?
- ▶ Who You Gonna Call to Tame the Wild, Wild Web?
- ▶ Middlemen Cash in on Growth
- ▶ ECommerce: E-nevitable
- ▶ Zona Research Report Reveals New Economic Opportunities in the Year 2000 and Beyond
- ▶ ECommerce Firms Seen Booming
- ▶ Mayors Get Help in Net Tax Fight

Check out the [Resource Center](#) where you'll over 200 e-commerce consultants, i groups and everything else related to e-commerce.

Catalog Solutions
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Internet Software
Management Software
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Merchant Solutions
Networking Equipment
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Shopping Cart Services
Smart Cards
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VAR
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▶ **Florida is among Fastest-Growing Internet States; California Leads in Total Number of Internet Users**

Visit our [EC Discussion Forum](#) to add your point of view on this important subject:

What can be done to increase customer confidence about privacy on the Internet?

Want to read about electro commerce? Click out [EC Business Source](#).

Looking for a job? Are you looking for employees? Click out the [EC Job Opportunities Section](#).

Some of the 79 ECommerce news stories we had for you last week:

- ▶ [Internet Commerce Hinges On Your UPS Driver](#)
- ▶ [Privacy on the Internet - Plans to control encryption software are futile and misguided](#)
 - ▶ [Internet Shortens Selling Cycle](#)
 - ▶ [Survey Says Tech Crime Rising](#)
- ▶ [Hacker Crashes Thousands of Windows Computers](#)
- ▶ [Proposal Aims to Level Internet Commerce Playing Field](#)
 - ▶ [What Do Internet Users Want?](#)
 - ▶ [Open Market Gets Transaction Patents](#)
 - ▶ [Kiwi ECommerce Powers Through Blackout](#)
 - ▶ [ECommerce: Web Wampum](#)
- ▶ [Have We Reached Digital Nirvana? Not Yet, Study Finds](#)
 - ▶ [The Great Encryption Debate](#)



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computerliteracy.

the computer literacy network

The informative resource for computer professionals.

AD INFO



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Edited by Craig Knudsen

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A R S E T W O R K S L E V E L S I



Meppel from ARI Network Services, Inc., is an Electronic Commerce package which buries complex EDI structures and allows you to focus on running your business rather than learning about EDI. You will have all the power you need to communicate with your trading partners. Plus, Meppel's interface is so simple to navigate that you will save time and improve the quality of the data at the same time.

MEPPEL'S OPEN ARCHITECTURE

Built with MS Access and MSVisual Basic, Meppel makes iteasy to get data in and out of applications. You can use Crystal Reports Professional to generate ad hoc reports. Point of purchase systems which are ODBC compliant can populate Meppel directly.

BURIED EDI

EDI probably isn't your core competency. It is ours. Meppel is custom tailored to incorporate your business rules and needs with all the EDI structures, codes and industry guidelines. Our goal is to keep EDI as far away from you and your trading community as possible. This means you can focus on the business data you are familar with. The results:

- Improved accuracy, even when compared to other Electronic Commerce Systems
- Faster buy in from trading partners
- Improved timeliness of reports
- Fewer required resources



MEPPEL AS MIDDLEWARE

If your trading partners have the ability to write an extract routine from their business system. Meppel can be setup to run in a fully automated mode. Meppel helps you and your trading partners get closer to that elusive goal of computer to computer transfer of business data without human intervention. All that is required is a few minutes each day to check for incoming E-Mail and occasional (probably weekly) maintenance of the product directory and processing location directory updates.

MEPPEL AS END USER ELECTRONIC COMMERCE SOFTWARE

If you or a larger number of your trading partners choose not to intergrate Meppel with your business system, there is another alternative: Meppel has well developed Edit & Data

Entry screens for all the business transactions you need.

And you still focus only on the business data you use every day. With spreadsheet like data entry and dynamic error checking, you and your trading partners can spend less time entering data and more time running your businesses.

ACTIVITY FOCUSED

Possibly the most noticeable feature in Meppel is the start up screen. Rather than being populated with trading partners' icons, you will notice the icons are focused on what users actually do with Electronic Commerce software. After much research ARI realized that users are far more concerned with the type of work they are doing than who they are communicating with.

E-MAIL WITH ANYONE

Meppel goes beyond "EDI." Because Meppel communicates using TCP/IP protocol, you can exchange E-Mail with anyone on the internet.





MEPPEL AS END USER ELECTRONIC COMMERCE SOFTWARE

If you or a larger number of your trading partners choose not to intergrate Meppel with your business system, there is another alternative: Meppel has well developed Edit & Data Entry screens for all the business transactions you need. And you still focus only on the business data you use every day. With spreadsheet like data entry and dynamic error checking, you and your trading partners can spend less time entering data and more time running your businesses.

SUCCESSFUL SUPPORT HISTORY

Ari has been providing stellar 24 by 7 support for our network customers for years. You will receive total end-to-end support for your Electronic Commerce needs when Meppel is used over ARI's "Intranet" and you can also take advantage of ARI's database services. We truly become a single source of support with one phonenum for software, network and translation support. What's more, we don't just support the base package, but all the custom business rules as well.

TECHNICAL REQUIREMENTS

Required:

- IBM compatible DX 486-33 or higher
- 30 to 50 MB disk space available(depending on the size of location/customer and product databases)
- 14,400 bps V.34 modem or higher
- Windows 3.X
- VGA monitor
- 8 MB RAM

Recommended:

- Pentium 75 Mhz processor or higher •50 MB available disk space
- 28,800 bps V.34 modem or higher
- Windows 95
- SVGA monitor
- 16 MB RAM



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HIGHLIGHTS

"If you are interested in an electronic mall setup or in commerce hosting, IBM provides the best implementation."

Editors' Choice Award
Reprinted from PC MAGAZINE June 24, 1997
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IBM Net.Commerce

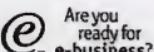
IBM Net.Commerce version 3, is now available in two offerings. For business-to-business and business-to-consumer, IBM Net.Commerce START is the solution for companies investigating online opportunities. IBM Net.Commerce PRO is designed for those who want to maximize the benefits of their current electronic commerce strategies.

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FOR IMMEDIATE RELEASE: Monday, March 2, 1998

BA Merchant Services, Inc. and EDS Team up to Enable Convenient, Nationwide Telephone-Based Credit Card Payment of Taxes

Paying taxes becomes less taxing with 1-888-ALL-TAXX

SAN FRANCISCO, Calif., and PLANO, Texas — A new nationwide electronic payment service is about to make paying state and local taxes and other government fees a lot easier and more convenient — by giving you the option to pay using a touch-tone telephone and charging it to your credit card, 24 hours a day, no matter where you are.

The new service, developed by BA Merchant Services, Inc. (BAMS) and technology services company EDS, is the first electronic government fee payment program offered to government agencies nationwide.

The service offers benefits to both taxpayers and government entities. It gives taxpayers the convenience of paying by credit card and avoid the hassles of standing at the counter to pay or mailing in a check. For participating agencies, it offers a widely accepted payment mechanism without increasing their operating costs. "Payment of state and local government fees through an automated telephone/credit card system represents another step forward in the movement toward electronic bill presentment and payment," said Albert Nekimken, electronic banking analyst for Input Research.

"Consumers will love the convenience of electronic payments for everything, including their local government obligations. At that point, there will be no turning back to licking stamps."

Here's how the service works. A notice in your statement or bill includes the 1-888-ALL-TAXX telephone number for payment via credit card. Your call is answered by an interactive voice-response unit, or VRU. By following prerecorded voice prompts, you use any touch-tone telephone



to enter the government entity's tax bill number, the payment amount and your credit card account number. In a matter of seconds, you receive an authorization number that payment is accepted. A convenience fee, based on a percentage of the total payment, is charged to your credit card account.

BAMS has primary responsibility for marketing the service to state and local governments and processing credit card transactions. EDS powers the behind-the-scenes technology engine and brings its world-class systems infrastructure to serve as the technical backbone of the service. PhoneCharge, Inc., a sales and marketing firm, also participates in direct sales to government entities and provides consulting and marketing communications services to promote the service to taxpayers.

The new service has gotten the attention of several state and local agencies. "Consumers like payment options, and we think our constituents would appreciate the option and the convenience that paying by credit card via the telephone provides" said Shawnee (Kan.) County treasurer Rita Cline, who recently signed up for the service. "And because it's a service, somebody else pays for the equipment, so we don't have to invest in the technology or have to maintain it."

For more information, government agencies can call BAMS at 602-594-2141 or PhoneCharge, Inc. at 516-671-2121 ext. 11.

BA Merchant Services, Inc. is one of the largest payment processors in the United States. The company processes over 500 million credit card and debit card transactions for over 150,000 retail locations with more than \$30 billion in credit card sales and over \$3 billion in debit card sales each year.

BAMS is an affiliate of San Francisco-based BankAmerica Corporation, the nation's fifth largest bank holding company, with more than 1,800 branches and more than 7,700 ATMs. With offices in 38 countries throughout the world, BankAmerica provides a wide array of retail and wholesale banking products and services to consumer, corporate, and government clients. As of December 31, 1997, BankAmerica had approximately \$260 billion in assets and \$172 billion in deposits. Bank of America can be reached on the World Wide Web at <http://www.bankamerica.com> and on America Online at Keyword: BofA.

EDS, the official information services provider for World Cup 1998, is a leader in the global information services industry.



The company's approximately 110,000 employees specialize in applying a range of ideas and technologies to help business and government customers improve their economics, products, services and relationships. EDS, which serves customers in 44 countries, reported revenues of \$15.2 billion in 1997. The company's stock is traded on the New York Stock Exchange and the London Stock Exchange. EDS can be visited via the Internet at <http://www.eds.com>.

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INTERNET COMMERCE SOLUTIONS





- **Harbinger IVAS EC Communications Gateway**



- **Harbinger Express Web EDI Service**
- **Harbinger Net Access Business Quality Internet Access**
- **Web Services Group**



- **TrustedLink INP Order-Ready Storefront Tool**
- **TrustedLink Procurement**

Vendor Management Electronic Catalog Tool

NETWORK & THIRD - PARTY SERVICES



- **Harbinger Network**
- **Sprint International Access Numbers**

CUSTOM INDUSTRY SOLUTIONS



- **Government - TrustedLink Commerce for gov't EDI**



- **Automotive - STX ASRS for Honda**
- **Retail - ESRS**



- **Petroleum/Chemicals - TrustedLink Distributor Third Party Ticket System**

Other Industries using Harbinger solutions include Aerospace, Electronics, Food and Beverage, Healthcare, Heavy Manufacturing and Utilities.

SPECIAL PROGRAMS

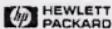


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The current competitive environment creates heavy demands on business organizations-requiring both operating efficiency and quick adaptability. That means not only must businesses develop streamlined administrative processes, find effective methods of working with suppliers, and maintain rapid, reliable responses to customer needs. They must also be able to revise these processes quickly and efficiently to meet changing conditions.

HP e-business Software can provide today's businesses with effective ways to meet these competitive demands.

Combining the benefits of HP e-business products and customizable software frameworks, organizations worldwide will be able to optimize existing business processes and applications. Then, as the need for change emerges, HP software offers a powerful ability to respond rapidly, using a unique new change management technology-the HP Changengine. This valuable new development provides a quicker way to map IT solutions to business processes, keep software continuously adaptable, and seamlessly integrate new technology into existing systems.

The result for business organizations is a new level of control and responsiveness, providing faster time-to-market, reduced costs, and a sharper competitive edge. By incorporating the power of Changengine technology, HP's e-business solutions can enable businesses to achieve quantifiable business benefits today-and in the future-for long-term value from their software investments.

For more on our unique collaborative approach to solving highly complex challenges, check out the [Solution Delivery](#) section of this Web site.

For more information about HP Smart Contact and customer service delivery frameworks, [click here](#).

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Sun to announce Java application server

By Michael Moeller, PC Week Online and Deborah Gage, Sm@rtReseller
03.09.98

Sun Microsystems Inc. is working on its most significant commercial Java product to date, creating a little competition with its development partners in the process.

As early as the JavaOne Developer Conference later this month in San Francisco, Sun's JavaSoft division could begin detailing plans for a Java application server for running business logic on a middle tier and connecting legacy systems to Java clients.

The server software, built on Sun's 8-month-old Java WebServer, bundles EJB (Enterprise JavaBean) support and a revamped servlet API structure.

The application server would be one of the first server products from JavaSoft, of Mountain View, Calif., originally formed as Sun's API development and licensing arm. The software will compete with similar products built with Sun's Java Development Kits by partners such as IBM, Novell Inc., WebLogic Inc. and GemStone Systems Inc.

JavaSoft President Alan Baratz acknowledged the competition but dismissed its impact.

"The application server market is a billion-dollar market," Baratz said. "There may be competitors, but there won't be many, and we'll take care of them as best we can."

Christopher Keene, president of Persistence Software Inc., in San Mateo, Calif., which plans to announce at JavaOne its own application server, PowerTier J, said users will be able to differentiate the products.

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"Our product specializes in how an application server talks to a relational database," Keene said. "Other applications will focus on other pieces."

Sun has not set pricing or availability for the application server. WebServer 1.0 cost \$295 when it shipped in July 1997, and a free 1.1 upgrade shipped in December.

Sun's application server--a formal name has not been determined--includes Java WebServer's HTTP services and a development tool kit. Legacy systems partners will provide applications and connectivity for messaging, transactions, directory and database services.

Developers will be able to create reusable EJBs to perform back-end or mainframe transaction processing. EJBs can then be combined with other components built with the servlet API and other Enterprise Java APIs such as Java Naming and Directory Interface, Java Database Connection, or Java Messaging API.

The final Enterprise JavaBeans 1.0 specification also is due to be released at JavaOne, JavaSoft officials said.



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Notes about Report for NDD

March 16, 1998

To: Wilson, Les

Fr: Michael

I'm turning over the following:

- Introduction
- Table 1 (Summary Table)
- Table 2 (Research Resources)
- Individual Listings
- A few more sheets to add to the "web print outs" section

Except for the print outs, I'm also providing these in files on disk, in Word for Office '97 format. The tables are both in one file with separate sections.

Notes:

- There are currently 59 different vendors (and still well over 100 distinct products). I took out I-track and Jupiter as we decided at the meeting, and later removed Vitek for the same reason. But I added Microsoft and a few others, based, among other things, on the Net Commerce VIP awards -- It seemed to me that these ought to be represented where they were appropriate.
- Note that we need to *remove I-Track, Jupiter, and Vitek* from the existing Web Print-outs I turned over to Les last week.
- I never found an actual product -- the spider or other crawler -- for Andersen Consulting, but left them in?? They could be removed if desired???
- Since Les had suggested it at the meeting last week, I put my own observations at the end of the Introduction. These may or may not be appropriate....



are heavily represented: sales, logistics, billing, and infrastructure. The Support category is sparse, and we also found few products that targeted Marketing, which is still largely dominated by consulting services, not software products.

On the Customer side we found a few products for searching (shopping) and procurement generally. We could not find a Receiving product as a primary category, though some Procurement products may also cover receiving.

The "heavy-hitters"--the largest organizations focusing on I-Commerce, such as IBM, Microsoft, Sun, Hewlett-Packard, and others--seem to focus on primarily on Infrastructure, on hardware and software servers, databases, transaction processing, security and other basic structures. The secondary focus of these giants is on (a) web store-front commerce (Sales) and (b) intranet business-to-business structures and solutions (Logistics) generally.

Many smaller players are focusing on particular niches, including variations on store fronts, industry-specific solutions, industry specific databases, etc.

About the Product Grouping and Descriptions

Generally, in the summary table (*Table 1*), a vendor's products are grouped together unless the products is distinct or unique (that is, distinctly different from other products by the same vendor or distinctive in a representing a category or niche).

In the *Individual I-Commerce Vendors and Their Products* section, we offer a "Vendor Description" of the products. Unless otherwise noted, this description is an edited version of the vendor's presentation on the web site. The exceptions include recent press reports giving recent news of on significant products. The "Vendor Description" varies somewhat, depending on the nature of the vendor:

- When the Vendor represented a single product or simple set of related products, we provide a description of those products. (E.g., CyberCash, Mini-Vend, Cart32)
- When the Vendor is a larger concern primarily involved in an large array of I-Commerce products or services, we attempted to offer an overview of the range and scope of the products involved. (E.g., Sterling Commerce, Harbinger.)
- Where the Vendor is a giant with far too many products to attempt to summarize, we attempt to focus on an overview of the company's products or range of products most closely targeting the I-Commerce client. (E.g., IBM, Hewlett-Packard, Sun, Digital.)

Comments about the Findings

This research tends to confirm what one might assume about a young industry: (1) that many resources are going into building and improving the infrastructure, and that specific products are in a *generalist* stage, at least for niches other than financial commerce. The few identified niche products tend to be large-industry based, focusing on, for example, vehicle parts, shipping and freighting, or utility companies.

We found no small-business, niche-oriented products: no "Create Your Own on-line Delivery Restaurant," for example, or "Create Your Own On-Line Hardware Store," or "Put Your Local Courier/Delivery Service On-Line". Of course, our research was limited in time and scope, but at least it may be said that if these types of products are out there, they are not easy to find.



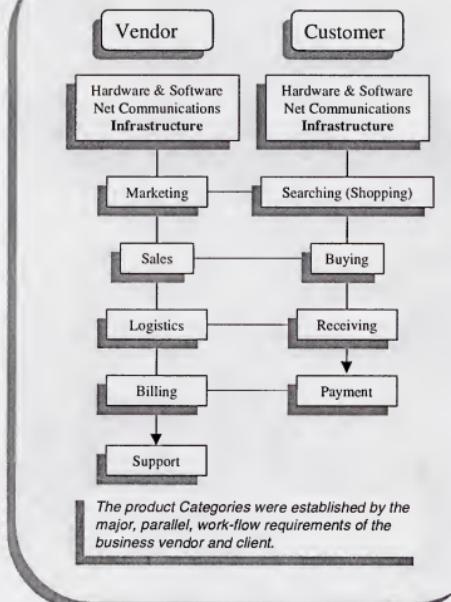


Figure 1. The product categories represent targeted phases of the commerce flow.

Summary of Findings

As summarized in *Table 1*, Fifty-nine vendors marketing well over 100 I-Commerce products were identified.

The Distribution of Products into Categories

As the search progressed, we found a heavy preponderance of "Web Store Front" or "Internet Catalog" products geared to setting up a retail sales presence. We might have identified 50 of this category alone, ranging from "Rent-a-Store-Front-From-Us" instant, cheap solutions to full major packages of large hardware servers plus software infrastructure to help medium to large retailers enter into I-Commerce.

We chose to modify the search to attempt to include a wider variety of categories and avoid listing only Sales and Infrastructure products to the exclusion of others. We found products in all categories. Nevertheless, on the Vendor side certain categories



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About Us: A behind-the-scenes tour of our dynamic global enterprise -- including a special message from our Managing Partner, George Shaheen.

World Forum: World opinion-leaders hold court on the most meaningful business management and technology issues of the twenty-first century.

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Converting Information into **Knowledge**



We believe information is more than a tool for doing a specific job. It's more than a resource for meeting an expectation. We use information and technology to achieve remarkable results for our clients.

Our work focuses on improving our clients' business in the following three ways:

1

From cutting costs to creating new sources of revenue, we help our clients develop the strategies and processes to maximize financial opportunities.

2

We help our clients envision new goods and services or enhance existing ones -- creating whole new markets that may never have been possible before. And we

EDS is a vital component of our clients' success -- a part of their team dedicated to achieving their business goals. We believe information is more than a tool for doing a specific job. It's more than a resource for meeting an expectation. We use information and technology to achieve remarkable results in ways that have a profound and positive impact on a client's entire enterprise.

We help our clients improve their business by meeting their needs in the following areas:

Systems & Technology Services -- encompasses systems development, systems integration, systems management and desktop services, as well as Year 2000 conversion.

Business Process Management -- manages and/or integrates clients' business processes, such as marketing, customer service and purchasing.

Management Consulting -- helps clients make measurable improvements in their business performance. This is accomplished through strategic consulting, operations consulting and technology consulting.



before, and we

develop the
operations to
support them.

3

We help generate
and use
information to
broaden and
strengthen
relationships our
clients have with
their own
customers and
suppliers --
increasingly
valuable links in a
changing
marketplace.

Electronic Markets -- helps clients
compete in the digital economy, from
creating a strategic marketing plan
through Web site development to
payment processing.

CoSourcingSM Service -- focuses on
improving clients' business performance
through concurrent implementation of
new business processes, information
technology and organization
transformation.

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PRODUCTS

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Get the facts (and prices) of the top rated E-Commerce programs. We compiled information from ZD INTERNET MAGAZINE July 1997, INTERNET WORLD October 1997 and each programs site.

AbleCommerce Builder on-line Demo

Check-out AbleCommerce Builder, live on-line. You can test drive a small, medium or large demo store. Then enter their "Administration and Security" menu, check orders, view reports and more.

AbleCommerce Builder Customer Sites

Now that you've seen a demo take a look at some real AbleCommerce Builder stores.

AbleCommerce Builder Plug-in's

AbleCommerce Builder Plug-in's created by Able Solutions and our partners.

Allaire's Powerful Cold Fusion 3.1



Compare other electronic commerce systems with proprietary languages for doing web commerce to Allaire's Powerful Cold Fusion.

[Click here to purchase Allaire products.](#)

AbleCommerce Builder supports CyberCash for safe real time credit card verification over the Internet.

CyberCash enables merchants, banks, processors, and consumers to use SET (Secure Electronic Transaction) as a global payment protocol while building on the security and convenience long associated with the CyberCash payment solutions.

AbleCommerce Builder TOOLBOX

AbleCommerce Builder 2.02 TOOLBOX.

AbleCommerce Builder 2.02 TOOLBOX is the place to start. Every builder needs a TOOLBOX filled with the tools required to do the job. With the AbleCommerce Builder 2.02 TOOLBOX you get the site building tools you need to develop and manage a scalable electronic commerce site.

AbleCommerce Builder DEVELOPER

AbleCommerce Builder 2.02 Developer

If you are an Internet Service Provider, Web Developer or a long-time Web Server operator, the AbleCommerce Builder 2.02 DEVELOPER was made for you. The DEVELOPER includes all the site building tools you need to develop and manage a scalable electronic commerce site including SOURCE CODE and a FIVE store license.

AbleCommerce Builder

AbleCommerce Builder Features

Included in every version of AbleCommerce Builder are an array of features to help you quickly build dynamic online stores.

[Download a FREE evaluation!](#)

[Download a full featured evaluation of AbleCommerce Builder!](#)

Download an evaluation version of AbleCommerce Builder 2.02, to experience first hand why AbleCommerce Builder is the flexible solution for selling on the Internet.





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Able Solutions

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2/16 [The CommerceNet Research Binder has been updated with the February supplements.](#)

2/13 [The CommerceNet Quarterly Members' Meeting will occur on Wednesday, March 18th.](#)

2/03 [The February edition of BUZZ, the CommerceNet e-magazine has been released](#)

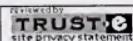
1/14 [Participate in CommerceNet's 1998 survey on the major barriers and inhibitors to Internet commerce.](#)

12/08 [CommerceNet's founder, Marty Tenebaum, is listed as one of "The Top 25 Unsung Heroes Of The Net"](#)

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CYBERCASH SET

COMPLETE PAYMENT SOLUTION

CyberCash enables merchants, banks, processors, and consumers to use SET (Secure Electronic Transaction) as a global payment protocol while building on the security and convenience long associated with the CyberCash payment solutions.

CyberCash has adopted the new SET protocol and is incorporating it into CyberCash's suite of Internet payment solutions. The transition to SET will provide secure, open standard-based solutions for the many merchants, banks, processors and consumers including those using CyberCash's existing services.

What Is SET?

The SET protocol is a collection of encryption and security specifications used as an industry-wide, open standard for ensuring secure payment transactions over the Internet.

A Cross-Industry Cooperative Effort

Developed by VISA, MasterCard and key technology Leaders, the primary goals of SET are to protect the credit card system, establish consumer confidence in the Internet as a marketplace, and build transactions volume over this new commerce channel. SET's standard for security procedures and technology will ensure consistent implementation among vendors, card companies, and financial institutions.

Furthermore, SET establishes a method for interoperability of secure transactions software over multiple, popular hardware platforms and operating systems.

CyberCash And SET: The Next Generation Of Secure Online Technology

CyberCash has been enabling secure Internet Transactions since 1995. With the implementation of the SET protocol, CyberCash offers the next generation of secure payment card services. SET brings consumers and web merchants together in a secure fashion so that both can benefit fully from an exciting new marketplace.

CyberCash will provide a simple migration path to SET. This will



ensure continued interoperability across software and hardware platforms, continuing its role as the leading provider of Internet payment services. The SET protocol will authenticate cardholders, merchants and banks; assure confidentiality of payment information; ensure that messages have not been corrupted during transit; and provide for interoperability among different software and hardware platforms.

Benefits Of SET

Merchants, banks, processors and consumers alike will have the confidence -- when they see "**SET-compliant**" of knowing each transaction is protected by a security protocol validated, approved and standardized by industry leaders.

Merchants are protected from:

- purchases with unauthorized payment card
- purchases denial from cardholders

Banks are protected from:

- unauthorized purchases

Consumers are protected from:

- merchant impostors
- theft of credit card number

The Promise Of SET

SET is designed to protect the confidentiality of personal and financial information. It uses digital certificates to authenticate the parties in a payment card transaction.

SET will provide buyers and sellers in the virtual world the ability to engage in commerce with an even greater level of trust and confidence than they experience in a payment card purchase in the physical world.

CyberCash offers a complete suite of global payment services including payment cards, micropayments and electronic checks. CyberCash services will be compatible with published SET standards, ensuring interoperability. CyberCash's SET secure services are the most convenient and flexible way to conduct financial transactions on the Internet.

You may also wish to read these other SET-related documents:



SET Features and Functions

CyberCash Confirms Full Support of SET Internet Security Protocol (press release)

VISA Announces the Launch of SET in Japan, To Be the World's First Pilot of Chip Card in Secure Electronic Commerce. (press release)

[Click here for legal information.](#)

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ERROR: ioerror
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-dictionary-



Internet Business Solutions



Internet Business Solutions

Updated: 25 February 1998

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DIGITAL Internet Solutions

High Availability Internet Security Solution:

*Unlock the potential of the Internet -- and lock in
security -- with packaged systems and software for
DIGITAL UNIX and Windows NT.*

The virtualStore Program:

A total Internet commerce solution from Microsoft
and DIGITAL!

[Microsoft Commercial Internet System \(MCIS\)
Solutions from DIGITAL](#)

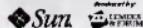
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you to join us in
the future of



CHECK OUT DIGITAL'S NEW INTERNET
Innovators Solutions for Windows NT.
 This 2-CD set contains state of the art Internet software from many of our Innovators, and is driven by Microsoft's Internet Explorer. It's a one-stop source for evaluating software when you're ready to develop a unique Internet/intranet environment for either a Windows NT Alpha or NT Intel system. Ordering information is provided to make it easy to acquire the products that fit your personal needs. Click on the banner above to launch Solutions online.

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 Lower Cost of Computing*

21 January 1998

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 ...MilliCent Information Sellers Reflect
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...Other Recent News

...Upcoming Events

The New York Times
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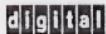
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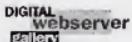


Updated: 09 December 1997

[Internet Home](#)

Internet Servers

A server is generally the first major investment an organization makes after deciding to take advantage of the low-cost, effective communications afforded by the Internet. A company can choose from an array of powerful Alpha and Intel servers, and select either the Digital UNIX, Windows NT or OpenVMS operating system environments.



DIGITAL servers.

Visit the [DIGITAL WebServer Gallery](#), a showcase of customer websites powered by

These companies know that when it comes to the web, nothing beats a DIGITAL server. They all use DIGITAL servers to power their websites. Just click on their names to view their sites. If your DIGITAL system isn't registered yet and you'd like to make it part of the list, [register now!](#)

Server Products you can buy from...

Digital Equipment Corporation

DIGITAL AlphaServer™ Family

"DIGITAL AlphaServer systems were designed with Internet applications in mind. Providing the robust scalability and high-availability designed to ensure that critical operations are always accessible, their proven 64-bit architecture is perfect for:

**internet
energized!**

- Internet Service Providers looking to support their hocky-stick subscriber growth rates,
- IT professionals looking to ensure seamless intranet



- communications across their heterogeneous computing environment, and
- Businesses looking to provide 24x365 access to their Web store fronts

Moreover, DIGITAL maximizes your server investment by equipping every AlphaServer system with an extensive array of Internet tools - guaranteeing your AlphaServer 'breaks out of the crate' Internet Web Server ready. Click here to learn more about the DIGITAL Internet-Energized line of AlphaServer products, or click on any of the servers below for information specific to that platform."

AlphaServer 800

The ultimate communications server.

AlphaServer 1200

Ideal solution for Web servers, and business applications.

AlphaServer 4100

An ideal entry point with the flexibility you need to grow.

AlphaServer 8200 / 8400

Breakthrough servers for today's business-critical applications.

DIGITAL Prioris™ Family

Prioris HX 6000 Series

Future-proof scalability and superior expansion.

Prioris MX 6200

Excellent price/performance for robust departmental networking.

Prioris LX

Perfect for small networks or branch offices.

Prioris Rackmount

Space-saving enclosure for secure environments.

Remote Server Manager

So you can know exactly what's going on, all the time.

Clusters V1.1 for Prioris Servers

Software that shields data and files from server downtime.

ServerMaker V2.4 Configurator

Configure your server needs in seconds!

Internet Server Software

Netscape Communications Corporation

"As one of the leading providers of Internet software,



Netscape Communications has partnered with DIGITAL to provide a breadth of Internet/intranet solutions to their customers. Built upon industry-standards, Netscape's Internet server software transcends the platform level, combining heterogenous computing environments into a seamless, single, communicative entity. Click on any of the following for more information on:"

[Netscape Catalog Server](#)
[Netscape Certificate Server](#)
[Netscape Collabra Server V3.0](#)
[Netscape Communicator v4.0](#)
[Netscape Directory Server](#)
[Netscape Enterprise Server](#)
[Netscape FastTrack Server](#)
[Netscape LiveWire and LiveWire Pro](#)
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Internet Business Solutions



Internet Business Solutions

Updated: 05 December 1997

The **virtual**Store Program from Digital

Open Your Electronic Store on the Internet!

The virtualStore Program:

A total Internet commerce solution from Microsoft and Digital

Online commerce: a booming retail channel

Selling products and services online is becoming a burgeoning method of doing business. The projected growth is explosive:

- According to a recent study by Forrester Research, Inc., the value of retail electronic commerce could skyrocket from \$500 million this year to \$7 billion by the year 2000 -- with 435,000 businesses engaged in electronic commerce.
- In a May 1996 survey, Deloitte & Touche found that over 60 percent of Internet-capable users up to age 34 had made an on-line purchase within the previous 12 months. In 1997, over half of all current web users spend time searching the Internet for information before making a purchase.

Progressive companies now rely on the Internet to expand their business reach, thereby increasing sales. And when they use this new distribution channel, their market expands worldwide!

Benefits

- A complete commerce solution of hardware, software, and services for online merchandising.
- Sell your products worldwide -- 24 hours a day.
- Dramatically lower your operating costs.
- Offer your customers the convenience of shopping online -- from their home or office.
- Modify your merchandising immediately: update catalogs, post special promotions, and offer discounts in a flash.

From customer demand to the Digital solution

When businesses started to thrive by selling on the Internet, hundreds of merchants asked how they could increase their own revenues with online sales. They saw the advantages that the electronic buying and selling of goods and services can provide. But merchants are faced with a dizzying array of hardware, software, and support choices. Fortunately, Digital makes it easier to choose. Merchants need:

- A fully functional, Internet commerce-enabled web site -- capable of accepting business and generating secure credit card transactions.
- Components from proven, reliable industry leaders:
 - A server system, configured and sized

- All required software
- A complete set of services, to get the site up and keep it running
- Credit card processing and clearing services

Digital responded with a fully-integrated solution. One that offers speed... reliability... quality service and convenience... online. Digital proudly offers the *virtualStore*.

What is *virtualStore*?

The *virtualStore* is a complete, packaged Internet commerce storefront solution from Digital and Microsoft. The components include:

- **Hardware:** A server system from Digital -- tailored to fit your specific needs.
- **Software:** Site Server Enterprise Edition -- specialized for the creation and management of Internet stores; running with SQL Server database on the Windows NT operating system -- all from Microsoft.
- **Services:** A fully customized service and support package from Digital. The package contains everything needed to implement the store: from installing software, to loading your product database, to testing the order processing procedures.
- **Transaction Processing:** Authorization, authentication, and clearing services. Internet-based credit card payment processing software -- from providers such as VeriFone, CyberCash, or Trintech.

By choosing *virtualStore*, merchants interface with Digital and work with trusted, experienced partners who are easy to do business with. Partners who understand the technologies required to conduct business online.

QUOTE: "Large companies and mid-sized businesses can now purchase a total solution for their Internet commerce requirements. Digital's solution delivers the affordability and expertise companies need to take advantage of this exciting new trend in business."

*Ted McKie, Director of Business Development
Digital's Internet Practice*

The *virtualStore* solution meets the growing demand of companies interested in pursuing retail business, sales, and marketing on the Internet. And it allows these companies to reduce costs. Improve customer support. Gain a competitive advantage in the market. All from a company that works with your business -- to ensure that the solution takes your entire selling cycle into account.

The *virtualStore*: tailored for your business

The *virtualStore* is easy to purchase, set up, and manage. Digital's set of solutions packages and consulting services are preconfigured for a variety of platforms and price ranges. All are based on Microsoft Site Server Enterprise Edition and Windows NT. Each includes the software and services necessary for success.



The scalable hardware, software, and support can be integrated with your company's current way of doing business. You can continue using existing components that work for you, building them into the specific solution that your business requires.

Digital's limit-shattering hardware

You can select from Alpha or Intel hardware systems for a complete solution, sized to fit your business. Digital servers are perfect for Internet commerce, offering high performance and reliability, with a scalable family of products to address your needs.

Alpha-based solutions include:

- AlphaServer 300 4/266MHz
- AlphaServer 1000A 5/400MHz; Pedestal or Rackmount
- AlphaServer 4100, 2 Processors, 5/466MHz; Pedestal or Rackmount

Intel-based solutions include:

- Prioris HX 6000, 200 MHz
- Prioris ZX 6000, 2 Processors, 200 Mhz (and Rackmount)
- Prioris ZX 6000MP, 4 Processors, 200 Mhz (and Rackmount)

Your Digital representative or authorized reseller will work with you to determine configurations based on your needs.

Microsoft Software

Microsoft provides complete store-building software, for merchants who want to sell on the Internet; taking full advantage of their industry-standard Windows NT operating platform. In addition, there are a number of software components ("plug-ins") from third parties that can be added to Site Server Enterprise Edition to handle specialized tasks -- such as shipping-and-handling and tax calculations.

The Microsoft Site Server Enterprise Edition software lets you:

- Put your catalog online
- Tally the contents of an electronic "shopping cart"
- Provide a handy user interface for your customers

Transaction Processing

The *virtualStore* offers many solutions for credit card authorization. One of these is VeriFone: a recognized innovator in providing payment-enabling, hardware/software solutions. The company transfers their "physical world" payment experience to the world of the electronic payment. vPOS payment software from VeriFone:



- Offers an easy-to-use interface for store operation
- Sends electronic transactions directly to the bank
- Supports existing business processes
- Implements secure transactions

QUOTE: "Wells Fargo was the first in the industry to offer secure credit card processing over the Internet. The *virtualStore* Program enhances Wells Fargo's ability to offer merchants flexible and powerful solutions for their Internet Commerce initiatives."

*Michelle Banaugh, Vice President of Marketing
Wells Fargo's Electronic Payment Solutions*

Digital Services

To ensure a solution that is tailored for *your* company, Digital Services begins with an analysis of the business, to design the implementation. The complete solution includes installation, training, and support. You won't merely "hit the ground running," but "reach the airwaves flying." Each solution is customized as you require, for your online marketing needs.

The custom support package is designed and delivered by Digital's Systems Integration group. It includes a well-defined process and set of deliverables to get your electronic store up and running quickly:

- Business process definition and assessment
- Design, implementation, and test of the total system
- Operational and development on-the-job training

A variety of additional options are available to meet your unique needs. If you already have components that meet your needs, this solution lets you continue using them. The *virtualStore* solution blends with what you have, allowing you to mix-and-match as needed. Talk with your Digital representative or authorized reseller to determine the components that are right for you!

Alliances to bolster your business

Digital unites with key industry players to merge their unique strengths in an integrated solution, tailored to address the needs of *YOUR* market, customers, and company.

- *Digital:* Proven, reliable systems and networking hardware. A wealth of experience in implementing solutions for information technology and commerce.
- *Microsoft:* The leader in easy-to-use systems and application software, with a proven commitment to Internet technology.
- *Transaction processing providers:* Hand-picked for your focused market and commerce requirements.



Digital has a long history of providing Internet-based solutions for a variety of customers. Together with industry-leading Microsoft, this partnership truly understands electronic commerce. The result is more expertise in this exploding new marketplace than any single company can offer. The *virtualStore* makes it easy for you to implement Internet commerce, in a total solution that is customized for the way you do business.

Digital and Microsoft: Experienced and established business partners. Offering a complete package to get you up and running doing business on the Internet.

Your next steps

If you want your business to take full advantage of electronic commerce, discuss the *virtualStore* solution with your Digital representative or authorized reseller. And let the world buy from you!

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Updated: 11 February 1997

High Availability Internet Security Solution**Unlock the potential of the Internet -- and lock in security****--
with packaged systems and software for DIGITAL UNIX
and Windows NT**

What's your biggest worry about connecting your organization to the Internet? Security, right? Worry no more. With brilliant engineering and award-winning technology, DIGITAL has made a quantum leap in delivering *simple and worry-free security*. Best of all, it's available to you in *easy-to-order, pre-tested configurations*. And we have *full support services* to advise and assist you in reaching your Internet business goals.



Only with industrial-strength network security products can the Internet continue to mature as a stable platform for business-critical applications such as

- Telecommuting
- Electronic commerce
- Business partner communications

DIGITAL has those products today: next-generation High Availability Internet Security Solutions for DIGITAL UNIX and Windows NT.

Based on our own industry-leading firewall, tunneling, and cluster technologies, these solutions meet the need for ironclad security and -- at the same time -- are more transparent to the user. In the end, they support cost-effective system management and deliver real benefits for business operations.



Benefits

- Prepackaged and tested hardware and software configurations provide ***maximum ease of ordering and installation***
- Best-in-class AltaVista Firewall and Tunnel technologies provide ***maximum protection*** for valuable internal resources while maintaining high levels of external connectivity
- Cluster technology ensures ***maximum uptime and availability*** for continuous subscriber and user satisfaction
- A comprehensive portfolio of Internet services provides the help you need to enjoy the ***maximum business benefits*** from the Internet
- Hardware components are mounted in vertically integrated cabinets for ***maximum efficiency and ease of maintenance***

Superior Security

DIGITAL High Availability Internet Security Solutions are the best choice for organizations in need of highly secure Internet connectivity.

DIGITAL can provide one-stop shopping for complete, highly available and flexible firewall solutions that automatically detect intruders, take automatic evasive action, and keep your intranet secure from hackers, crackers, and other potential threats.

At the same time, employees, trusted customers, and partners may securely access your internet using AltaVista Tunnel.

AltaVista Firewall

The award-winning AltaVista Firewall on DIGITAL UNIX or Windows NT provides a flexible and secure connection between your private network and the Internet. *Simple to install*, it prevents unauthorized access to your private network while providing controlled Internet access to users within your network.

Advantage -- you! AltaVista Firewall takes an active role in your security management. With its unique intelligence, it warns you of impending danger of intrusions, is constantly looking for threats to your defined security zone, and takes evasive action when "attacks" do occur.

AltaVista Firewall *eases your worries* with a combination of trusted application gateways, comprehensive logging, reporting, realtime alarms, strong authentication, graphical user interface (GUI), and a step-by-step installation wizard -- all in one software package. Fact is, AltaVista is by far the fastest firewall available with no compromise on security.

Industry recognition for AltaVista Firewall 97

We're not the only ones who think AltaVista Firewall is good. The Computer Reseller News Test Center gave its Editors' Choice award to AltaVista Firewall 97.

Find out more by visiting:
<http://www.techweb.com/se/directlink.cgi?CRN19970505S0144>

AltaVista Firewall Highlights

- Logs **every** break-in attempt
- Triggers alarms when attempted break-ins or other possible security breaches occur
- Takes automatic evasive action against suspected intruders with no human intervention
- Allows for selective blocking of what comes in from, and goes out to, the Internet
- Allows only selected individuals outside the intranet to come in with end-to-end authentication and encryption capabilities
- Detects any attempts to tamper with information packets moving in and out



Virtual Private Network

AltaVista Firewall software can be used with the AltaVista Tunnel product to create a virtual private network or VPN. A VPN is a private network that uses the Internet to transmit information between company Internet Protocol networks. VPNs encrypt data streams between two or more points in the network. This creates private "tunnels" which safeguard all data sent between those points. VPNs are an appropriate choice if you want secure internetworking with mobile workers, between remote offices, or among business partners.

AltaVista Tunnel

As the Internet matures, companies, governments, and organizations are seeking ways to use it as a secure, cost-effective alternative or extension to costly private telecommunications networks. With AltaVista Tunnel authentication and encryption technologies on DIGITAL UNIX or Windows NT, you can use the public Internet as your virtual private network -- when and where you need it -- significantly reducing network operations and management costs.

The AltaVista Tunnel supports direct tunnels from remote and mobile PCs. AltaVista Tunnel Personal Edition client software runs on a PC under Windows 95 or Windows NT, and links over the Internet to an AltaVista Tunnel Workgroup server.

Build up, not out

Vertically integrated industry-standard cabinet configurations pack **more compute power and storage capacity per square foot of floor space** than conventional models, with no special environmental requirements.

But it's the configuration flexibility that can really make a difference in meeting your high availability Internet security needs. Using a **simple building-block approach**, you can configure the optimum system to meet your goals with both DIGITAL and third-party components.

At the same time, there's built-in flexibility to upgrade configurations as needs change.



Leadership Cluster Technology

Since pioneering the concept in the early 1980s, DIGITAL has enabled its customers to install over 75,000 clusters containing over 400,000 systems. Our customers' long-term acceptance proves the effectiveness of a well-implemented clustering technology.

A cluster is a closely linked group of computers that provides fast, uninterrupted computing service. This close cooperation among systems can **improve performance, minimize downtime, and greatly simplify management.**

Clustering significantly reduces downtime due to hardware and software failures. It's the next best thing to fault-tolerant computing but without the cost and complexity penalties. It provides multi-host access to SCSI disks and a generic failover mechanism for disks and applications. In High Availability Internet Security Solutions, firewall and tunnel services become highly available because they have been implemented and installed to make use of this failover mechanism.

TruCluster Available Server Software for DIGITAL UNIX

The TruCluster Available Server makes mission-critical computing a reality by keeping applications and network services running even when systems or components fail. The TruCluster Available Server delivers the advantages of fault resilience as well as providing multihost access to shared disks. And the remarkable failover mechanism makes applications and data highly available.

DIGITAL Clusters for Windows NT

As with TruCluster software, networked Windows NT systems running Windows NT Server and NT Clusters appear as a single system to the end user. Connected via SCSI adapters to a shared SCSI bus, clustered systems can be addressed and managed as a single, secure entity. Additional components such as I/O and storage capacity can be added easily.

High Availability Internet Security Solutions: Ordering Information



AltaVista High Availability Firewall System

2 AlphaServer 800 systems
 1 128 MB memory per processor
 1 Ultra Wide SCSI system disk per processor
 Integrated SVGA
 Integrated FW SCSI 1 CD-ROM
 1 3.5-inch 1.44 MB floppy drive
 Mouse and Power Cord

Monitor must be ordered separately. It is mandatory to order a keyboard for International variants.

1 67-inch high cabinet with 2 power controllers
 4 PCI 10/100 Mbit Ethernet Adapters
 2 PCI to UltraSCSI (FWD) Host bus adapters
 1 Rackmount StorageWorks shelf: differential UltraSCSI with redundant power supplies
 1 4.3 GB 7200 RPM Ultra SCSI Wide HDD in system building block
 1 Four-position master console switch
 All necessary cables and adapters
 Factory Integration and testing

DJ-WAMED-AA/AB:

Windows NT Hardware listed above plus software
 1 Windows NT server license
 1 DIGITAL Clusters for Windows NT license and CD-ROM
 1 50-node AltaVista Firewall license

DJ-WAMED-BA/BB:

DIGITAL UNIX Hardware listed above plus software
 2 DIGITAL UNIX base licenses with media/doc kit on CD-ROM
 2 TruCluster Available Server Software traditional licenses
 1 50-node AltaVista Firewall license

AltaVista High Availability Tunnel System

Note: There is no cabinet with this system. It is intended to be an "add-in" to the Firewall system.

2 AlphaServer 800 systems
 1 128 MB memory per processor
 1 Ultra Wide SCSI system disk per processor
 Integrated SVGA
 Integrated FW SCSI
 1 CD-ROM
 1 3.5-inch 1.44 MB floppy drive
 Mouse and Power Cord

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4 PCI 10/100 Mbit Ethernet Adapters
 2 PCI to UltraSCSI (FWD) Host bus adapters
 1 Rackmount StorageWorks shelf: differential UltraSCSI with redundant power supplies
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 1 Four-position master console switch
 All necessary cables and adapters
 Factory Integration and testing

DJ-WADED-AA/AB:

Windows NT Hardware listed above plus software
 1 Windows NT server license
 1 DIGITAL Clusters for Windows NT license and CD-ROM
 1 AltaVista Tunnel Workgroup license
 1 AltaVista Personal Tunnel license (Windows 95)
 1 AltaVista Personal Tunnel license (Windows NT)

DJ-WADED-BA/BB:

DIGITAL UNIX Hardware listed above plus software
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 2 TruCluster Available Server Software traditional licenses
 1 AltaVista Tunnel Workgroup license
 1 AltaVista Personal Tunnel license (Windows 95)
 1 AltaVista Personal Tunnel license (Windows NT)



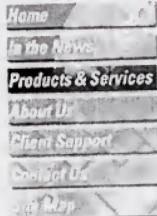
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Speed procurement cycle...

...Improve procurement processes...

...Reduce procurement costs...

**TPNPost**

TPNPost streamlines the RFQ preparation, distribution, negotiation and award process to ensure getting the best price on goods and improve productivity. TPNPost allows buyers to solicit request for quotes from an unlimited number of global, pre-qualified suppliers, distribute product information and specifications to them swiftly and manage bids and supplier communications efficiently and cost effectively.

TPNMart

TPNMart is a total electronic catalog, requisitioning and ordering solution that improves significantly Indirect/MRO sourcing/productivity. TPNMart allows users to order company-approved products with ease, automatically route orders for approval, and create and send purchase orders to suppliers electronically.

Trading Process Network (TPN) www.tpn.geis.com

GE TPN is a portfolio of easy-to-use, Web-based solutions designed to increase purchasing productivity. Using the latest in secure Internet technologies, GE TPN brings buyers and sellers together to conduct business electronically with less cost, more speed and greater efficiency than ever before.

Government Bid Board

GE's Government Bid Board provides access to all Request for Quotes published on the Federal Acquisition Network (FACNET), as well as State RFQs. Companies can browse, bid, buy and receive orders electronically using the Government Bid Board.

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Electronic Data Interchange | Trading Community Management Services | Network Services
Messaging Services | Complete List of Products and Services

**Internet / Intranet / Extranet Services****Internet Consulting**

GE's Internet Consulting and Services experts work with clients to define, develop and implement Internet strategies and solutions. These consultants examine goals and objectives as well as plans, capabilities and expectations to create and recommend appropriate solutions, technologies, and process changes to meet those objectives.

ECXpert

ECXpert is an innovative and advanced electronic commerce messaging system for business-to-business electronic commerce over the Internet. This comprehensive software solution addresses the electronic business communications and application challenges companies face so they can control costs and expand the electronic trading community.

SellerXpert

SellerXpert allows corporations to establish an online selling presence for their corporate clients. It helps corporations not only increase top line revenue, but lower operating costs and improve customer service. SellerXpert is a full-featured product including comprehensive order management, seller and buyer maintained membership, flexible payment options, next-generation electronic product catalog, full data transformation and EDI capability.

GE Trading Process Network (www.tpn.geis.com)

GE TPN is a portfolio of easy-to-use, Web-based solutions designed to increase purchasing productivity. Using the latest in secure Internet technologies, GE TPN brings buyers and sellers together to conduct business electronically with less cost, more speed and greater efficiency than ever before.

TPNPost

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TPNMart

TPNMart is a total electronic catalog, requisitioning and ordering solution that improves significantly Indirect/MRO sourcing/productivity. TPNMart allows users to order company-approved products with ease, automatically route orders for approval, and create and send purchase orders to suppliers electronically.



GE TradeWeb (www.getradeweb.com)

Form-based EDI on the Web service that allows Web users to trade business documents quickly, easily, securely and cost-effectively over the Internet. GE TradeWeb eliminates the need for complicated EDI mapping and translation services while allowing the Web community to exchange electronic messages with their trading partners.

GE InterBusiness Partner

GE's InterBusiness Partner enables businesses to conduct secure business transactions over the Internet. This suite of solutions overcomes the limitations of the Internet and paves the way for business-to-business electronic commerce over the Internet.

GE InterBusiness Provider

GE's InterBusiness Provider enables service providers to sell Internet-based communications solutions that offer customers a secure, feature-rich environment for a private Internet domain. With GE InterBusiness Provider, service providers gain access to leading-edge technology and focus more on expansion.

Enterprise

GE's Enterprise System provides a single communications interface for the exchange of e-mail, EDI and binary data such as CAD/CAM documents and spreadsheets. The Enterprise System is an information management and control center that acts as a "front-end" to legacy applications to leverage technology investments.

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- **Trinity** - GE's Market Risk Solution
- **RXM** - Global risk and exposure management system for banks.

Risk Exposure Management System (RXM)

The Risk and Exposure Management System (RXMSM) is a global risk and exposure management system for banks. With RXM, a bank is able to calculate its worldwide exposure and risk in real-time, react immediately to market changes, and improve speed of service to customers.

Flexible in design, RXM can be applied in a wide variety of exposure management environments to provide banks with a global solution that optimizes risk and maximizes profits. RXM is also integrated with the *Trinity* trading and risk management software to provide global credit and market risk in one solution.

Features

RXM provides bank managers and dealers with a powerful combination of capabilities for monitoring and managing exposures including:

- A comprehensive structure of credit limits
- Extensive graphically-based reporting capabilities
- Support for a wide range of banking products
- Configurable contract data entry and risk calculation processes to suit specific requirements, operating policies and regulatory requirements
- Comprehensive database of trading positions that can be integrated with existing front-office dealing systems

Benefits

RXM can offer considerable benefits to the profitability and competitiveness of a bank's business by providing real time control over a bank's global exposures and:

- Creates the environment for the bank management to implement a risk awareness policy
- Increases profitability by focusing trading activity on the most profitable areas across markets
- Allows for rapid reaction when major banking crises occur, for example the collapse of a counter party
- Manages risks within the bank's policies and regulatory requirements even with high volume trading and numerous trading locations
- Allows dealers to trade within boundaries that are set by a global view of a client



For more information, send e-mail request to: Risk.Solutions@geis.ge.com or call (001) 301-340-4665.

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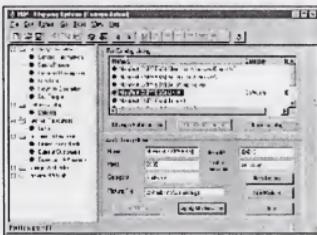
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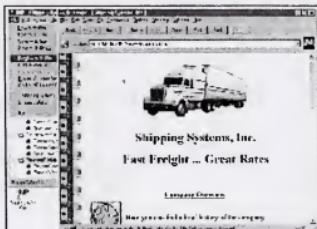
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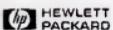
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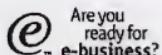
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product families

Sterling Commerce is a global provider of electronic commerce products and services. Its comprehensive range of products cross all major computing platforms and automate a wide range of business processes. As electronic commerce becomes the norm for doing business, more and more companies select the proven products and services offered by Sterling Commerce in order to compete more effectively.

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Facilitating the secure exchange and distribution of electronic business documents, transactions, and automated catalog information for industries of all types and businesses of all sizes utilizing network, software and Internet solutions.

C O N N E C T

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G E N T R A N

Messaging software that automates and manages the flow of internal and external business transactions to streamline global supply chain management across multiple platforms and environments.



VECTOR

Enables banks to provide their retail and corporate customers integrated item processing services for check transactions.

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- [Solstice Management Products: Network Client](#) | [Internet Mail](#) | [System, Network, and Telecom Mgt](#)
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- [Studio Products: Java Studio](#).
- [Embedded Software Systems: JavaOS, ChorusOS](#).
- [x86 Solutions](#)
- [More Software](#)

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- [Logo Programs: Powered by Sun](#) | [SunReady](#) | [100% Pure Java](#) | [Solaris Compatible](#) | [Sun Catalyst Developer](#)
- [Global ISV Alliance Solutions: SAP](#)
- [Technical Computing](#)
- [Embedded Solutions](#)





- [Internet Associate Program](#) showcases best-of-breed Internet/intranet solutions
- [Network Business Advantage Program](#)
- [Success on Sun](#) customer testimonials
- [Java books](#)
- [docs.sun.com](#) provides free online documentation for sun products
- [More Solutions](#)

Markets and Industries

- [Electronic Commerce](#)
- [Electronic Design Automation \(EDA\)](#)
- [Telecommunications](#)
- [Academic & Research Computing](#)
- [Manufacturing Industry](#)
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Questions or comments? webmaster@sun.com

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CART32

VERSION 2.5

Support

Knowledge
Base
Conferences
How To
Install
Tutorials

Download

30 Day Trial
Registered
Users

Order

Secure
Online
By Phone,
Fax or Mail

Hosting

Website
Hosting
Cart32
Hosting

Cart32 Mall
Websites
using Cart32

Customer
Quotes

Shopping Cart System For Windows Web Servers

FEATURES

ORDER

HOSTING

SUPPORT

CART32

SHOPPING CART SYSTEM

**NEW VERSION 2.5
with Cart32+**

30-DAY FREE TRIAL

CART32 FOR FREE!

What's New

- ✓ CyberCash(TM) Support
- ✓ Multiple prices per item
- ✓ Export Orders
- ✓ Orders Database
- ✓ Billing & Shipping Info
- ✓ Credit Card Validation
- ✓ Run external CGI and command line programs
- ✓ Much more ... [click here](#)



Cart32 gives all you need for professional undertaking and its easy to setup and operate the customer can get lost in operating Cart32. I have tried several and always come back to Cart32. Besides they are always so helpful and quick to respond.

—Tony Menikides, *Internet Advisory Services*

[More Quotes Here](#)



The directions were flawless, and we had no problems getting our program prepared to take orders over the Internet.

—PC Novice Guide To Building Websites, Vol. 5 Issue 10

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Your IP Address is: 206.169.227.1



[Here's how it works . . .](#)[Guaranteed Secure . . .](#)[Catalog Cruizer download](#)[Cruizer Club Membership . . .](#)[Retailer's Spot . . .](#)[Let us know what you think](#)

Catalog CruizerTM

...By PTD

The New Way To Shop!

The On-Line Shopper . . . Is shopping on-line just too slow? Do you wait several minutes for each picture to download? Are you concerned about security? What's missing from your electronic shopping experience? . . . The Catalog Cruizer!

The Mail-Order Catalog Shopper . . . Is shopping by mail-order the answer to your busy schedule? Is your mailbox stuffed with catalogs? Wouldn't it be great to receive your mail-order catalogs by e-mail? What can make your mail-order shopping experience even better? . . . The Catalog Cruizer!

PTD offers both on-line and mail-order catalog shoppers a new way to shop! Our Catalog Cruizer allows you to browse and buy retail items from electronic versions of your favorite mail-order catalogs, all without having to connect to the Net! We provide shoppers with a faster, more convenient, more secure way to browse and shop electronically. Just think of the time, effort and money you'll save!

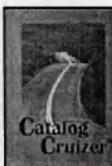
Download the Catalog Cruizer now and see how easy it is to use. Or if you're still not convinced, continue reading and we'll answer all the questions you may have.

Thank you for Cruizing with us and we hope you have a blast . . . while you shop 'til you drop!

Available Catalogs

Check back here in the coming weeks as the Cruizer line is set for Fall 1998

We are planning to feature catalogs from all your favorite catalog retail





PTD L.L.C.

P.O. Box 223719
Chantilly, VA 20153-3719
Tel: 703.277.3343 | Fax: 703.277.3353
Email: ptdinfo@ptd.com

[How it works](#) | [Retailer Info](#) | [Download](#) | [Catalog](#)
[Cruizer Club](#) | [Other Products & Services](#) | [Compan](#)

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Februa





Now! Internet Tools CheckOut! Pro 3.0

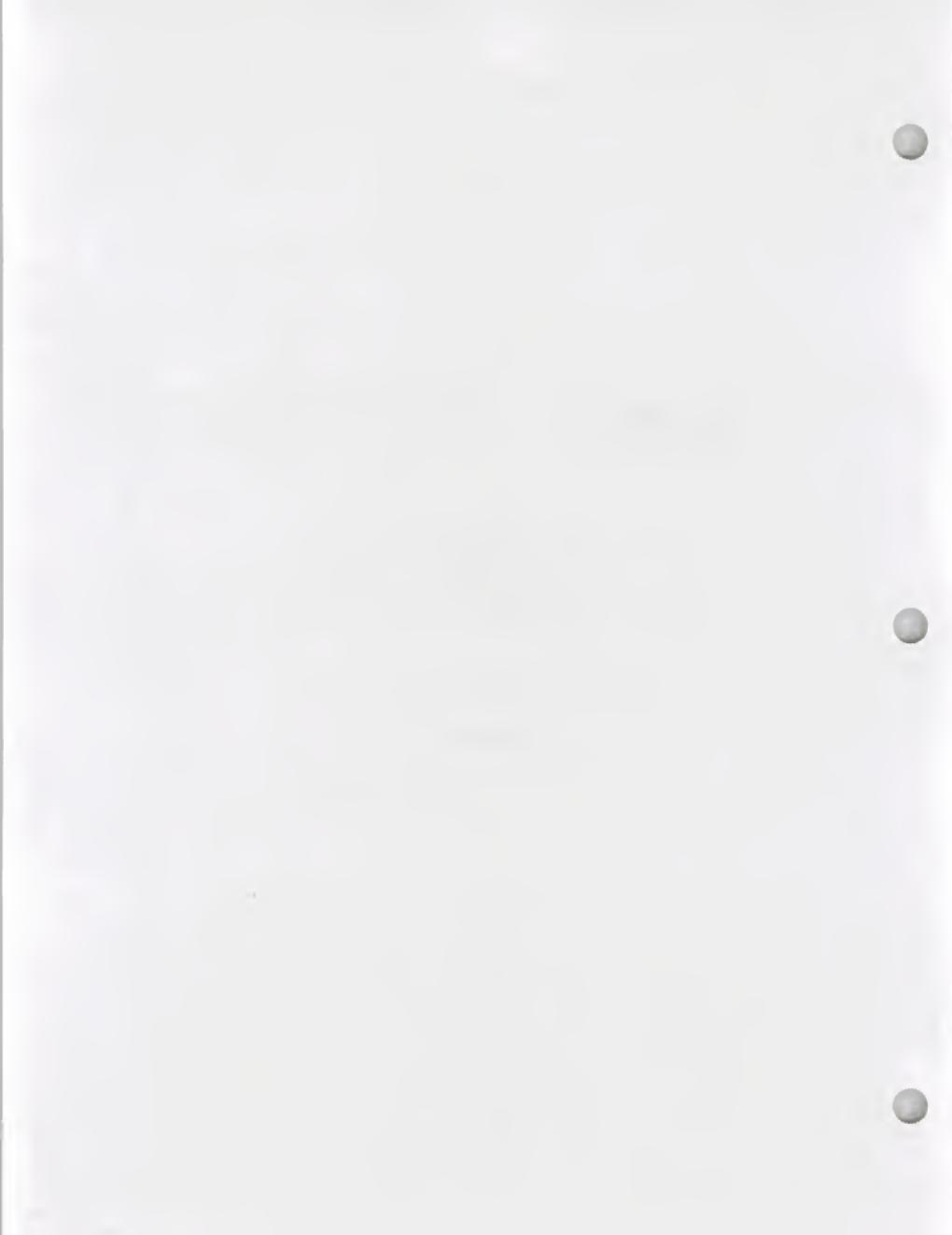
Released November 23, 1997

CheckOut! Pro 3.0 allows you to offer both a Java and a CGI interface to your shoppers as well as the ability to customize order buttons, a last chance screen, varied shipping and sales tax options, a printable final invoice page and more. Only \$389.00 including installation!

[CheckOut! 3.0 CGI demo](#)

[CheckOut! 3.0 Java demo](#)

CheckOut! Pro is Copyright © Now! Internet Tools

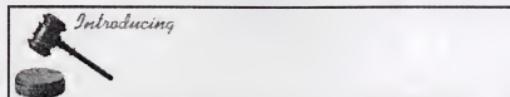


Merchant Manager™

Overview

1. Merchant Manager is a total online business management and payment capture system developed by Accesspoint Corporation. Merchant Manager's advanced methods of implementing electronic commerce on the Internet combine the strengths of many different software solutions into one powerful, integrated online environment. In a word, Merchant Manager puts you in control of the most affordable and powerful suite of on-line business management tools available today.
2. Merchant Manager's main interface provides easy access to all of the system's online tools. Once you log on to your account, you can use your keyboard to fill-in data fields, select style sheets, create web pages, change prices, manually enter credit card sales, control inventory, keep track of shipping costs, monitor your site's traffic, track sales -- and handle many other functions. Total business management with absolutely no programming or HTML knowledge needed.
3. Your customers see your web pages and products displayed automatically -- 24 hours per day -- with all of the color, pictures, pricing and descriptions necessary to motivate online shopping. Customers find a seamless self-service environment where it is easy to ask questions, find answers, and make decisions. The simple click of a mouse is all it takes for shoppers to automatically add products to your secure order forms and pay by credit card or select from many other payment forms. Unlike hard-coded websites, your products and pricing are presented dynamically and are secure from price tampering and would be hackers.
4. Merchant Manager collects all of your customer's order information inside a secure transaction template on a secure server. Credit card transactions can be handled in real-time or forwarded to you for manual entry. Future releases of Merchant Manager will also support on-line checks and ATM withdrawals.
5. For realtime transactions, Merchant Manager automatically submits your customer's information to your card processor for authorization. A reply is returned within seconds. An approval will cause Merchant Manager to instantly deduct items sold from your inventory and send you an order confirmation with all the details of the sale except the credit card number and expiration date. Merchant Manager also sends a receipt to the customer on your behalf. The return receipt can be customized to include any message, including a convenient order tracking link.
6. If the credit card is denied by the card processor, the customer receives a notice onscreen that the credit card was not accepted. The customer can then re-enter another credit card or correct the name and/or address of the cardholder. There is no charge to you or your customers for denials.
7. Merchant Manager also handles account and purchase order sales. This feature makes it easy for your business and corporate clients to easily find the goods or services that they need and complete their purchases without the inconvenience of using credit cards.
8. Complete transaction reports including credit card numbers and expiration dates are provided in a password protected secure directory. These reports are produced daily and are HTML files. They are available for your review online, are also downloadable into popular accounting packages such as quickbooks, and contain each transaction and daily totals.
9. Merchant Manager performs an automatic settlement each evening whereby all the transactions for the day are tallied and funds are transferred by the processor into the your checking account within 48 to 72 hours, depending on banking and card service terms.
10. You are also provided with a password protected data entry screen for manual entry of orders that you receive by mail/phone/fax or in person.
11. Site statistics are provided for real time analysis of site usage. You can see who is online right now and track their movement through your website. This helps you see which pages receive the most traffic so you can arrange your product display more effectively. Colorful graphs show you how many visitors come to your site from search engines, reciprocal links or paid banner advertising. Merchant Manager help you monitor the effectiveness of your advertising dollar.





MAKE-A-STORE

Your E-Commerce Solution Provider

"...the ability to communicate about the program details online is facilitated by flexible and intelligent programmers. ...the ability to customize page designs to reflect the singular image of your business is available. ...Customers will find the shopping process logical & easy-to-follow thereby increasing the possibility of sales."

-- Bonnie Arons, *Bilingual Books*

WHAT WE DO

Simply put, Make-a-Store's software enables you to create a virtual online sales catalog of your products or services. Customers can then order your products/services directly from your online catalog. We have storefronts for both the small business owner and large business owner. But we don't just stop there...We can also provide internet auction front ends to a real-time database back-end. And more. You name it. If it involves databases and the Internet, we can deliver!

WHY CHOOSE US?

So what makes us different from our competitors? In a word, **service**. We do all **setup, configuration, customization, and installation** of our software. You never have to touch any code! We will tailor fit each screen to your exact specifications. What's more, our software is the most **feature packed** available on the web. Our E-Commerce software is the **simplest** to use for both you and your customers. It is easy enough for the computer illiterate and robust enough for the true web wizard!

SMALL STORE SOLUTIONS

We offer an extremely powerful and affordable packaged storefront for the small/medium sized business owner in two different versions - a database version and a non-database version. Our database version comes with the Make-a-Store Database Manager which securely allows you edit, add, and delete inventory right from a web page. Your inventory is stored in a gdbname



database which automatically and dynamically creates your catalog's web pages!

Our non-database version allows you to have total control of the design of your storefront. Rather than having a database dynamically create the HTML for your catalog, you write the HTML (we can provide templates if needed). It comes with our Make-a-Link software which creates a special, encrypted link for each product. This link will "talk" to our Make-a-Store software. And using Make-a-Link is a snap! You simply enter the product name, stock number, price, weight, etc. Just push a button and you will be prompted with the special link. You then just copy and paste the special link right into your web page.

Unlike other Electronic Commerce packages, **no** programming experience and **no** third party software is needed to use and maintain our program. All you need is your connection to the internet!

The majority of this website is devoted to our small/medium store solutions. So please [continue to the product overview](#) for more information.

LARGE STORE SOLUTIONS

Teaming with REI Systems, Inc© (inventors and developers of the widely publicized Electronic Handbooks™ currently being used at NASA), we can utilize the most up-to-date technologies in Internet information systems. We can provide 100% customized storefronts/auction-fronts with a back-end Oracle© database on blazingly fast Silicon Graphics© workstation - all tied together on a secure (SSL) server. These software packages are capable of quickly storing/searching thousands of items. All completely customized to your exact specifications. Using REI Systems' "roll based security," you could not receive a more secure site. These large scale applications go beyond just the storefront. For example, with our analysis tools a push of a button will generate graphs to give you sale trends. And a push of a button will generate pre-formatted fax letters for you to send to your supplier indicating what you sold that day, that week, etc. A push of the button will generate mailing labels for your distributors. You get the picture. This is purely an "end to end" system. You name it, we'll develop it.

If you are interested in a large scale application, please contact Neal Kaiser at neal@make-a-store.com.

Isn't it about time you opened up shop on the Internet?



[Minivend](#)[FAQ](#)[Download](#)[SNS](#)[Documentation](#)

Welcome to MiniVend!

Features

The MiniVend Documentation

Frequently Asked Questions

Minivend Demos

- [Frames](#)
- [No Frames](#)

Search

- Must match all
- Match any
- Case sensitive
- Match substrings

Chat About

Minivend

0 present

Support Requests and Bug Reports



[Nail 'em! Generate a SPAM complaint.](#) NEW



MiniVend is a full-featured electronic catalog system (commonly known as a shopping cart) that can be set up with multiple catalogs and as a Mall. It provides an interface complete with SSL security and database support.

What's New?

MiniVend 3.06 released.

[Click here for details.](#)

MiniVend is freely-redistributable under the [GNU General Public License](#). It runs on [Unix](#) and [32-bit Windows](#) -- Mac support is not available.

MiniVend 3.06 is the current version. Its [features](#) and power rival the costliest commercial systems.

If you want to see what it can do, check out some [sites that use MiniVend](#).

If you're ready, but your ISP won't host MiniVend, here are some [ISPs that will](#).

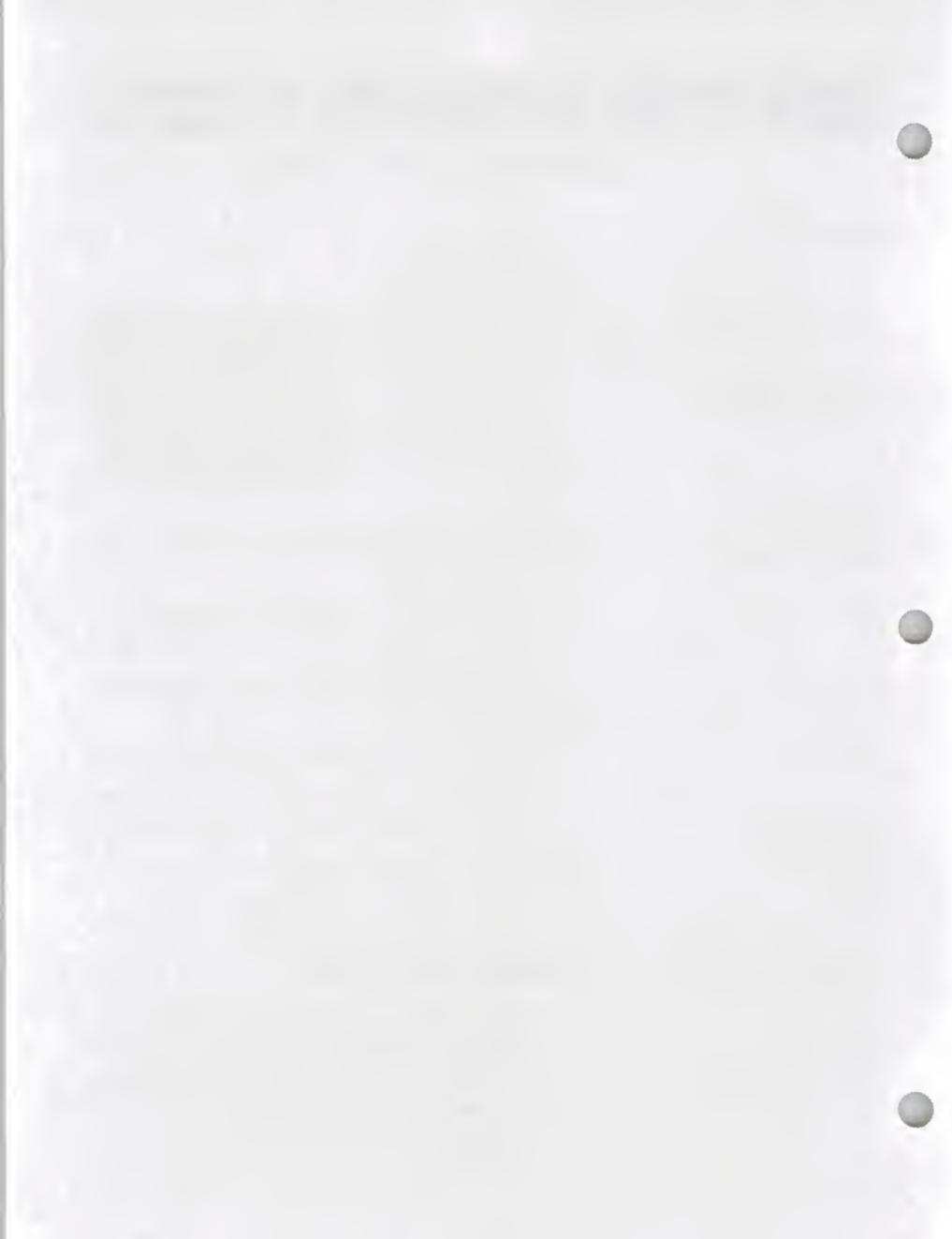
[Subscribe](#) to the MiniVend mail list, or view the [archive](#).

[Patches](#) against the current version of MiniVend.

Try a new [FAQ](#) style that you can add answers to.

MiniVend Features

- Users maintain a "shopping cart" for ordered items
- Multiple independent or shared catalogs allow one server to run many storefronts or a "mall"
- Complete SQL database support, including ODBC, via the powerful Perl DBI/DBD interface
- SSL support means secure and practical credit card ordering



- PGP support for secure off-site mailing of orders
- Built in support for *CyberCash*
- Catalogs can be of almost unlimited size with excellent performance
- Multi-server mode for very high capacity on systems with sufficient memory
- Cookie support allows browsers to leave catalog and come back without losing session state -- browsers that don't accept cookies will still work fine
- Multiple shopping carts allow buy-sell operations or classified add exchanges
- Built-in addressable database support with virtually unlimited rows and columns and field sizes-- no SQL is required to run Minivend
- Many, many, other features

Powerful search capability

- Fast binary search
- One-click scan and search -- build a whole search in a single HREF
- Complete Glimpse interface
- Range searching, numeric and alphanumeric
- Embed searches within searches
- Independent field search selection and return
- Search any file, build results from any database

Complete control of appearance

- Over 80 predefined tag functions
- Powerful user-definable tags
- Catalog pages automatically selected -- either built "on the fly" from the database or pre-made for popular items
- Embedded Perl and conditional HTML allow complex and flexible catalog pages to be completely built from the database
- Full frames support
- Full client-side imagemap support, including frame targets and form submits

Flexible Ordering Process

- Multi-level order screens with configurable field verification
- Shipping calculation, mixed modes, with UPS table lookup



- Sales tax calculation, with fully independent non-taxable items and taxed shipping
- Fully-configurable discounts with coupons or across-the-board discounts
- Fully-configurable quantity pricing
- Back end order entry capability, including mSQL
- Fully configurable order reports

Easy Administration

- Automated installation and configuration
- Numerous administration utilities
- Runs under Perl 5.003+ and almost any UNIX
- Works well with *all* browsers

For Website questions and comments... Last Update: 07 September 1997





The Solution for Online Commerce!

CyberCash's "Secure Credit Card Service" and NetLink's "Virtual Shopping Cart"

CyberCash



CyberCash enables electronic commerce by providing a safe and convenient Internet payment service. The consumer uses virtually any browser to shop on the World Wide Web. The CyberCash Secure Internet Payment Service facilitates the purchase of goods and services by using major credit cards. This is accomplished through CyberCash's instantaneous secure communications between consumers, merchants and the bank's processor.

The CyberCash transaction process utilizes software that is provided FREE to the merchant and the consumer.

NetLink's "Virtual Shopping Cart"

NetLink's Virtual Shopping Cart allows the consumer to purchase items by putting them into a virtual shopping cart, which will automatically create an invoice. Once the consumer has completed selecting items, the Virtual Shopping Cart checkout stand automatically adds applicable sales tax and shipping fees.

The NetLink system then displays the invoice and requests a payment method. The consumer is then given the option to launch the CyberCash Wallet. If they do not already have the CyberCash Wallet software, it can be downloaded for FREE in a matter of seconds.

After the consumer chooses a credit card for payment, the rest is a series of encrypted automatic messages that travel between the parties and the credit card networks. NetLink is a CyberCash VIP business partner.

Please demo the Virtual Shopping Cart at the following storefronts:

SARCO Knives

World of Casino Gaming Catalog

Life in the Family Zoo (Dr. John M. Platt)



NetLink's Virtual Shopping Cart

Information Request Form

NetLink Data-Communications, Inc.

Email: Info@Netlink.net

(c) 1994 NDC Inc.



INTERNET COMMERCE JUST GOT EASIER!



Welcome to NetCart™,
the next generation of on-line web shopping systems



The NetCart™ catalog system links to an existing or new web site. Simply upload pictures of your products and use a standard web browser to add, update, and delete product items and categories. You can choose 'specials', mark a product *NEW*, even change the entire look and feel of your catalog at the click of a button! All NetCart™ sites reside on T1+ bandwidth, allow up to 1500 items & categories, and include all updates and improvements throughout the year at no extra charge. Thousands of people visit NetCart™ powered sites each day. Why not make your site one of them?

**Check out
The Giggling
Gargoyle**



Powered by NetCart™
Technology

**Nethaven's
Demo Site
(3 Tier System)**

**Nethaven's
Demo Site
(2 Tier System)**

Compressed
2.32 mb
(using PKzip)

Uncompressed
5.37 mb

Download the latest NetCart™
ScreenCam demo. This demo will
run without the need for a
browser or Internet connection.
For optimum performance a
Pentium class machine running
Windows 95 is recommended.

Find out more about NetCart™!

Contact Us 

Come Visit 
NETHAVEN™
A Division of Computer Associates International, Inc.





[NetCart™ Powered Sites](#) | [Detailed NetCart™ Info](#) | [Order NetCart™](#) | [NetCart™ Pricing](#) | [Home](#)





OrderEasy
Secure Electronic Commerce

What is OrderEasy?

How OrderEasy Works

Frequent Questions

Tech Features

Cast Starts

Company Info

Now your existing Web site can have secure Internet transactions without changing Web servers.

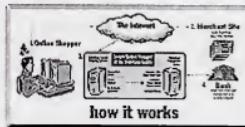
OrderEasy allows you to host your Web pages anywhere on the Internet. Simply add "Buy Now" buttons to securely commerce-enable your Web site and you'll be taking real-time transactions over the Internet in hours.

For security, OrderEasy uses the Netscape Secure Socket Layer (SSL) protocol, which all standard Web browsers support, and the CyberCash secure Internet payment server. This ensures that the transaction between the consumer's browser and the OrderEasy transaction system is totally secure. The OrderEasy server is locked down; the only open channel of communication into the server is through an SSL connection. Further, the customer credit card information is not archived on the server; it exists only long enough to clear the customer transaction. Optionally,

How OrderEasy Works



The secure back-end electronic commerce service allows online consumers to easily buy from your web site.



OrderEasy gives your Web site total security





the consumer can use a CyberCash Wallet for credit card payments. The CyberCash transaction server utilizes 1024 bit RSA and 56 bit DES encryption, the most powerful Internet encryption technology available. The OrderEasy system is fully registered and certified with VeriSign digital identification.

[Home](#) | [What Is](#) | [How It Works](#) | [FAQ](#) | [Technical Info](#) | [Try It!](#) |
[Get Started](#) | [Company Info](#) | [Contact Us](#)

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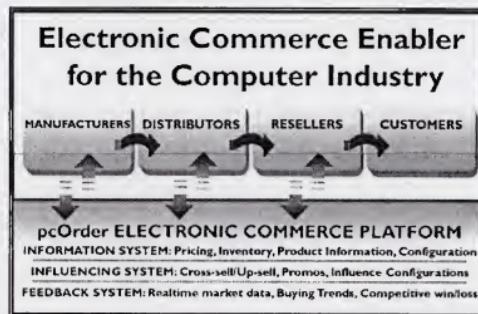
WELCOME TO THE PCORDER HOMEPAGE

REVOLUTIONIZING THE WAY COMPUTER PRODUCTS ARE BOUGHT AND SOLD



Revolutionizing the Way Computer Products are Bought and Sold™

Join the 10,000 computer sales representatives, procurement officers and corporate customers who utilize the pcOrder™ platform to shop for computer systems and components, access enhanced product information and place orders online. By partnering with major computer manufacturers, distributors and resellers, pcOrder has developed and deployed an independent electronic commerce system for use by the entire computer industry.



Industry leaders are already utilizing the pcOrder Electronic Commerce Platform to change the way they buy and sell computer products.

Manufacturers:

- Enhance presence at the point-of-sale
- Facilitate move to build-to-order
- Streamline sales and ordering process

Distributors:

- Implement build-to-order initiatives
- Reduce cost of sales/ordering
- Short time-to-benefit for electronic commerce

Resellers:

- Increase sales reps' productivity
- Drive revenue
- Extend electronic commerce to customers

Customers:

- Shop online for computer products
- Access enhanced product information
- Place orders online





HOT NEWS FLASH



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Please read the terms and conditions that apply to use of this Web Site.



Speedware OrderPoint

Making Internet Commerce a reality



Speedware OrderPoint is a complete solution for businesses to web-enable their sales order channel. This ordering channel enables customers to check product information (including pricing and availability), place orders (including shipping and payment options) and track orders through to delivery.

Speedware OrderPoint's strength lies in the ease of implementation and ongoing maintenance, without sacrificing functionality. The business people responsible for the channel can implement and manage it quickly and easily.

MOLDING SPEEDWARE OrderPoint TO SUIT YOUR COMPANY

Speedware OrderPoint was designed to be logical and efficient, yet flexible. Many commerce projects never make it to the Web because they are either too complex to deploy, or do not meet company requirements. Most applications still need customizing to make them suit a company's culture. Speedware OrderPoint was built with this in mind, giving you choices about how you want to run your business. The result is an Order Desk that your customers will find intuitive and productive, and an Order Manager that will allow you to easily manage this channel.

ORDER DESK

Satisfied Customers Mean A Successful Company

It sounds simple: Keep your customers happy and you will profit. Yet, as the changing business environment becomes increasingly competitive, it becomes more challenging to know your customers individually and exceed their service expectations.

Improve customer service

The Internet is revolutionizing customer service. Established customers can feel more in

Speedware OrderPoint provides your customers the ability to configure products online. The price for the product is calculated as options are selected.

Structure: [Main Page](#)

Detail Page for Build Your Own PC Package

Build Price: \$ 829.99

Configuration:

- Processor: Intel Pentium 400 MHz
- Memory: 128 MB DDR SDRAM
- Harddrive: 12.0 GB 5400 RPM 2.5" IDE
- Power Supply: 200W 3.5" ATX
- Monitor: 15" CRT 1280x800
- CD-ROM: Ex Microdrive CD
- Case: Microcase
- Keyboard: 101 Enhanced
- Mouse: 3D Optical
- OS: Microsoft Windows 2000 Professional

Options:

Processor: Intel Pentium 400 MHz	\$ 110.00
Memory: 128 MB DDR SDRAM	\$ 20.00
Harddrive: 12.0 GB 5400 RPM 2.5" IDE	\$ 225.00
Power Supply: 200W 3.5" ATX	\$ 25.00
Monitor: 15" CRT 1280x800	\$ 150.00
CD-ROM: Ex Microdrive CD	\$ 10.00
Case: Microcase	\$ 10.00
Keyboard: 101 Enhanced	\$ 10.00
Mouse: 3D Optical	\$ 10.00
OS: Microsoft Windows 2000 Professional	\$ 120.00

Unit cost: \$ 629.99

Purchase quantity: 12

Order and Payment Options:

[Order](#) [Payment Options](#)

SPEEDWARE



Speedware OrderPoint

control by having access to product and pricing information when they need it.

Speedware OrderPoint allows customers to find the products they need using intelligent searching mechanisms. Complete product information, including pricing and availability, help them make their purchasing decisions immediately, without having to wait for their representative's callback.

Ordering is simple. The customer can review the order, check for errors, and select the shipping and payment options which best reflect their needs. Complementary items attached to the selected products maximize cross-selling opportunities. Products can be configured and priced online. At the end of the order the customer has a full quotation including discounts, taxes, shipping charges and the latest pricing. They will receive e-mail notification for order and shipping acknowledgments, as well as incomplete orders.

Speedware OrderPoint provides bill to and multiple ship to addresses. Shipping options can include flat rate, by weight or a combination of both.



The screenshot shows a web-based order entry interface. At the top, there are tabs for Home, Mail, Search, Menu, Chat, Letters, and Help. Below the tabs, a message asks, "Where would you like your order shipped, Computer Sales & Service?"

The main form is titled "Shipping Address" and contains the following fields:

First Name	Last Name
Street Address	Apartment #
City, State	Zip
Phone	Fax
Email	Comments

Below the address form is another section titled "Shipping Method" with the following options:

Carrier	Priority - Next Day	\$19.25 USD
Method	2nd Day Delivery	\$10.00 USD
	Regular Post	\$1.12 USD
	Pick-up	\$3.00 USD
	By Track	\$4.00 USD

At the bottom of the form, there is a note: "Our standard shipping method is Air Mail USA."

Know your customers individually

Speedware OrderPoint recognizes customers by their name and password combination. This is especially important in a closed business-to-business environment where you might want to restrict access to existing customers. It maintains a detailed customer record, complete with shipping and billing addresses and appropriate discounts.

If you negotiate individual pricing with each of your customers, this can be reflected in OrderPoint to further personalize the service provided to your customer.

Order Tracking

Customer service becomes even more pronounced after the sale. At their convenience, customers can access shipping information and order status. They are notified of product shipment by e-mail.

Sales professionals are customers too

Sales people benefit even if you decide to take a more moderate approach to Internet commerce and open it up to their exclusive use. With just an Internet connection, a sales person could place the order at the customer site, in a hotel or at home, any time of day.

ORDER MANAGER

Customers only see a fraction of the electronic commerce application. This must convey a positive image of your company. What they do not see is the complex structure that supports their order. This too must also portray efficiency and organization.

Administration

Through secured access to the

Administration section, managers of your Internet channel can make decisions about the overall operation and look of Speedware OrderPoint. Included in this section is access to many preconfigured color/style templates, and the ability to create an unlimited number of your own.



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our
services

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subscription.com

← "The Subscription Management Company"

SEARCH
↑



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Credit Card Online Authorization



Introducing **VisualCASH 2.0** for Windows. For as little as \$299, you are now able to accept 'plastic money' as secure and easy as CASH. **VisualCASH** is a powerful credit/debit authorization and settlement management software that offers you many great advantages and conveniences. All you need to do is to authorize and deposit without even leaving your desk, and **VisualCASH** will handle the rest for you. No more exhausted hours processing paper slips, doing calculations, making deposits and adjustments, and returning declined credits and cheques. No more lost product and service revenue due to ineffective payment enforcement. And no more inconveniences for your customers such as 'signature on bank slip', 'fax backs', 'CODs', and 'certified cheque or money order only'. **VisualCASH** makes collecting credit/debit payment so easy that you may now operate your business cost effectively, effortlessly, and with total customer satisfaction.

New! **VisualCASH Pro 2.0** for professionals. Included are features in the **VisualCASH** standard edition, the **VisualCASH** network edition, plus **VisualCASH DDE**, **OLE Automation (EXE and DLL)** and **Network File** servers! Now integrating credit/debit authorization into your application is as easy as sending one line of message to **VisualCASH** server as in the following examples:

Authorize@Purchase@4003010123456780@\$499.00@9808@... to authorize it!

or Store@Purchase@4003010123456780@\$299.00@9808@... to batch it!

And **VisualCASH** will pass back the authorization information, including formatted merchant and customer receipts to your application. Enable your Web Server for live credit card authorization? Or add **VisualCASH** to your Microsoft Office applications!

[Click here to Wiz-Tec's new Web Site.](#)

[Click here for more information.](#)

[New 32 bit VisualCASH 2.0 - Lite. Click here to download the working evaluation version. The evaluation copy is capable of processing live VISA/MC and do bank deposit, and there is no time bomb. Click here to start download.](#)

 *Some of VisualCASH Million Dollar Customers*

- [Children's Home Lotto 95, 96 and 97](#)
- [Alberta Cancer Society Lottery 96](#)
- [Canadian Legion Million Dollar Lotto 96-97](#)
- [Great Stampede Lotto 1997](#)

For more information please contact us at the followings:

Products and Supports: gsa@gSacomp.com

Developers and Development: zwang@cadvision.com

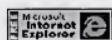
New Server At: wiztec@shaw.wave.ca

New Server At: wiztecsales@shaw.wave.ca

New Server At: wiztecsupport@shaw.wave.ca

- [Screen Preview of Wiz-Tec's new 32 bit VisualCASH 2.0 for Win 95/NT NDC/Global Edition](#)
- [Screen Preview of Wiz-Tec's new 32 bit VisualCASH 2.0 for Win 95/NT Bank Of Montreal Edition](#)
- [Program Update 2 \(Mar 18, 1997 NDC/Global version\)](#)
- [Screen Preview of Wiz-Tec's new 32 bit VisualGAS for Windows 95/NT](#)

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WebStore 400



Order

WebStore Shopping Cart Software UNIX Systems with Perl 5

[WebStore 400 Demo](#) [Features](#) [Support Documents](#) [Order](#)

Administrative email and confirmation email for submitted orders are sent to the email address you enter on the order form.

Version: 4.06.00 Date: 12/20/97

[WebStore 400CS Demo](#) [Support Documents](#) [Order](#) **NEW RELEASE**

All the features included in *WebStore 400* plus drop down select elements and item Image fields with *alignment* to *text* attributes and ornamental image borders. Version: 4.06.00 Date: 12/20/97

[WS Editor Demo](#) [Features](#)

Online database editor, compatible with all versions of *WebStore*.

Version: 4.04.00 Date: 11/9/97

[Italian WebStore 400](#)

Italian version sold exclusively by [Roma 2004 Network](#)

[Win 95 Setup File Utility](#)

Create your store's Perl setup file with *VailSoft's* Windows application.

[User Links](#)

Listed links are active WebStores, not demos. Please take care when visiting.

[WebStore Mailing List](#)

New software releases and price discounts are announced here first.

VailSoft's Win 95 Setup File Utility for WebStore 400

[Top of Page](#)

VailSoft's Setup File Creation Utility simplifies the process of configuring WebStore setup files, allowing you to create, modify, save, and access an unlimited number of WebStore 400 setup files.

Preview your WebStore's Category and View/Modify tables with the web browser(s) of your choice anytime during the design phase. Configure up to three preview browsers.

WebStore setup files can be generated with or without variable comment lines.

VailSoftsupport@vailsoft.com



Join WebStore's Mailing List[Top of Page](#)**WebStore Mailing List Registration**

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Name and Email Address are required fields.

Let us know how you're doing. Send e-mail to ILoveWebStore@ratite.com

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**RDC Software**

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Grapeland, Texas 75844
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Dynamic Web Site Management Tools

For a full description and explanation of how our software tools and the entire WebOSTM Package works, read the [WebOSTM and Software Tools Backgrounder](#). For a visual explanation, view this [Diagram](#).

To find out how this page takes advantage of WebOSTM, click [here](#).

Adhesive Software's products are the result of more than three years experience building fully interactive web sites. This experience is built into every one of our products, and the result is a robust, fine-tuned set of solutions.

To see our products in action take a look at our [site portfolio](#).

Our [Demos](#) section will give you a hands-on experience of WebOSTM.

[Adhesive Software](#) has developed the industry's only suite of turnkey software and services that provide on-line multimedia publishing and corporate network integration with true dynamic audience interaction, effective online credit card processing, and corporate systems integration.

WebOS[®] Product Line

WebOSTM, full version, all add-on packages - The Dynamic Internet & Intranet Web Publishing, Content Management and Electronic Commerce Solution

- WebOSTM, no add-on packages - The Dynamic Internet & Intranet Web Publishing, Content Management and Electronic Commerce Solution
- WwOMFTM - Powerful Web Object Management Facility
- WwBASETM (full version) - Versatile Web Database Tools
- WwBASETM LE (one database) - Versatile Web Database Tools
- WwSHOPTM, full version (one database) - Robust online transaction-processing system
- WwSHOPTM LE - Robust online transaction-processing system
- WwFORUMSTM - True multimedia forums to your Web site
- WwCHATTM - Server based chat solution
- WwSURVEYTM - Intelligent web survey tool
- WwSEQUENCERTM - Easy online presentation developer/server
- WwNEWTM - Automated "What's New" section generator
- WwARTICLESTM - Write pages "live" without knowing HTML
- WwTRACKERTM - Real Time statistics and user tracking system

ISPMAN - The Internet Service Provider Management System



systems integration

Adhesive Software's systems, software, and consulting service solutions are a direct response to a growing list of clients whose previous efforts to publish on the Internet and other digital platforms cost too much money, consumed too much time, and required too much labor.

Adhesive Media's solutions overcome all of these barriers.

Read the [Adhesive Software](#) and [Eden Matrix Online Service](#) Backgrounder for the full story.

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Dynamic Web Site Management Tools

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To find out how this page takes advantage of WebOS, click [here](#).

Don't forget that our products are the result of over three years experience building interactive web sites. This experience is built into every one of our products, ensuring you a robust, fine tuned set of solutions.

To see our products in action take a look at our [site portfolio](#).

Our [Demos](#) section will give you a hands on experience of WebOSTM.

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This robust online transaction-processing system provides an integrated solution for automatic credit card processing through standard banking interfaces that are readily available today. When used with WwBASE™, it gives webmasters, site designers, and even nontechnical marketing staff the ability to easily manage complete online shopping malls where products can be accumulated in a user shopping cart and then "checked out" and paid for within minutes using all major credit cards. Supports both manual and automatic transaction processing models, including ICVERIFY™, CardSoft PC™, and CyberCash™.

Requires: WWBase



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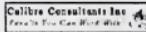
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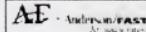
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Governors to back tax on Net sales

The nation's governors, Democratic and Republican, today were expected to adopt a policy supporting the imposition of a tax on goods and services bought through the Internet, Oklahoma Gov. Frank Keating said.

Reuters via CNet News.com, February 24

Brazil Cracks Down On Software, Music Pirates

Brazilian President Fernando Henrique Cardoso has signed into law two bills aimed at cracking down on the country's endemic piracy of computer programs, music recordings and films.

Reuters via Yahoo!, February 20

Internet Transmissions Should Remain Duty Free, U.S. Tells World Body

The United States proposed on Thursday to the World Trade Organization that downloading software, accessing financial information or attending a "virtual" language class over the Internet and other electronic networks be kept free of customs duties.

NY Times, February 20

British Government Delays Encryption Proposals

The British government has postponed the release of new regulations controlling encryption, the technology used to protect Internet communications from fraudsters and snoopers -- citing messages circulating on the Internet as a cause of the delay.

TechWeb, February 19

Feds: Let Industry Lead on E-Commerce

The federal government has thus far taken a restrained approach to regulating online business, and according to a White House policy analyst it will remain that way -- as long as the industry

BNA Story of the Week

Internet Fraud
Legislation Premature:
Self-Regulatory Efforts
Could Work, FTC Says

February 18

ArchivesUnited States

Magaziner Plan Wants
Government Out Of
Internet
 Computer Reseller, January 16

Senator Wants Back Door
to Encrypted Data Closed
 Wired News, January 14

Crypto panel: FBI is No. 1
enemy
 CNET news.com, January 14

Congress members back
encryption
 CNET news.com, January 13

Privacy on the line
 ZDNet, January 10

Net-screening debate
continues
 USA Today, January 8

Net copyright rules stir
 ...



will remain that way - so long as the industry makes an honest effort at self-regulation and informing consumers about the rules of the game.

Wired News, February 19

Net Tax Freedom Act nears vote

House Republicans today promised to vote this spring on legislation that would safeguard the Net from any new taxes.

CNET News.com, February 11

U.S. seeks accord on Net trade

The United States has formally proposed that all countries in the World Trade Organization (WTO) agree to keep commerce in goods and services on the Internet duty free, diplomats said today.

Reuters via CNET News.com, February 10

Congress wrestles with Net restrictions

Congress this week will renew its effort to restrict minors' access to Internet pornography in the wake of last year's ill-fated Communications Decency Act.

USA Today, February 9

Support for Encryption Is Less Than U.S. Claims, Study Says

The Clinton administration is losing its battle to increase international controls over how reliably computer data can be scrambled to insure privacy, according to a report scheduled to be released Monday by an independent research group.

NY Times, February 9

European Commission proposes International Internet Charter

The European Commission proposed starting a debate to facilitate international policy cooperation and the development of an International Communications Charter.

European Commission, February 4

Europe set to propose Net rules

The European Commission is set to adopt a long-awaited proposal tomorrow intended to strengthen global cooperation on the sticky legal and technical issues that have arisen in the Internet era.

CNET News.com, February 3

terms

CNET News.com, January 5

Measure seeks to keep Net tax-free.

USA Today, December 23

FTC calls for industry self-rule

CNET News.com, December 17

Clinton Signs Internet Copyright Act

NY Times, December 17

Cyberspace Staying Duty-Free

NY Times, December 15

Lawmaker to review privacy code

CNET News.com, December 9

Tech council issues privacy guide

CNET News.com, December 8

Landmark crypto appeal begins

CNET News.com, December 8

Utah Grants First Digital Signature Authority

CNET News.com, December 3

SPA releases position paper on future of electronic commerce and encryption at OECD Conference

SPA, November 24

More Archives...

International

EU finalizing global Net policy

CNET news.com, January 15

Europeans slam U.S.



Canadians to Tackle Net Privacy Issues

The federal Departments of Industry and Justice have released a public discussion paper entitled "The Protection of Personal Information: Building Canada's Information Economy and Society." Internet News, January 30

Clinton Administration Publishes Net Privatization Plan

The U.S. government wants a private, nonprofit corporation to control the entire Internet domain name system, according to the Clinton administration's long-awaited "green paper" published Friday on the privatization of the Internet.

TechWeb, January 30

Mayors urged to fight Net tax bill

A key U.S. Senate Democrat warned the nation's mayors today that their towns will lose billions of dollars in revenue if they do not step up opposition to an Internet tax bill speeding through Congress.

Reuters via CNET News.com, January 29

Clinton Administration Turns Up Heat On Privacy

In the race between the private sector and the government to establish privacy guidelines for the Internet, corporate stakeholders had better act now or risk legislation, Clinton administration officials said Tuesday morning.

TechWeb, January 27

International fight coming on privacy

The average American, going about his or her day, probably gives out personal information to half a dozen sources without even realizing it.

ZDNet, January 24

Nectec (Thailand) to focus on electronic commerce, plans to address draft of related laws

The National Electronics and Computer Technology Centre (Nectec) will push electronic commerce this year while addressing drafts of five laws related to electronic commerce, according to Nectec Director Dr Pairash Thajchayapong.

crypto policy

CNET news.com, January 13

China crackdown could thwart E-commerce

ZDNet, December 31

E-commerce faces Euro fire

ZDNet, December 31

Hong Kong free of China Net controls

Reuters via CNET, December 30

China's Net regulations begin

Reuters via CNET, December 30

Australian Cyberspace stays tax-free

The Age, December 29

EU plans to control Internet draw U.S. dissent

ZDNet, December 26, 1997

Europe proposes Net copyright rules

CNET News.com, December 10

Governments Hold Crypto Powwow

TechWeb, December 8

The European Commission to Discuss Convergence and Regulation

European Commission, December 4

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Bangkok Post, January 21

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Duo Offers E-Commerce Applications

August 18, 1997

Joy Russell

A newly formed company led by Intel and SAP America Inc., Philadelphia, promises to produce bundled electronic commerce applications on PC-based servers.

Pandescic LLC (Limited-Liability Corp.), Sunnyvale, Calif., will develop Internet commerce packages for the consumer-to-business and business-to-business markets, Intel and SAP officials stated earlier this month.

The new company plans to introduce the Pandescic ElectronicBusiness Solution next month. It is a bundled E-commerce package featuring hardware, software and services designed to bring E-commerce capabilities to smaller businesses that don't have the resources to create Internet-enabled business applications.

"Merchants looking to do business over the Internet can now do it fast and easy, and Pandescic contains all of the functionality and features necessary to run and manage a Web-based business," said Paul Wahl, CEO of SAP America.

The product contains the financial, shipping and general ledger aspects of conducting commerce over the Internet, he said.

Rather than require customers to make a capital investment, pricing will be based on a pay-per-use method. Pandescic will charge a percentage for each transaction, which can range from 1 percent to 6 percent. "Up-front costs to tailor applications can be two to three times more than the cost of this turnkey solution," said Arthur Mesher, research director at The Gartner Group in Stamford, Conn.

"Another advantage of the turnkey nature of this product offering is that a customer can get the hardware, software, support and services from a single point of delivery," Mesher said.

Harold Hughes, Intel's vice president and director of planning and logistics, will become chairman of Pandescic. Bryan Plug, executive vice president of SAP America, will become president and CEO. Pandescic will initially staff approximately 50 employees from Intel and SAP.

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For the week of August 18, 1997

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Networking and Internet news from CommWeek

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Our guide to the best e-commerce Web sites

► Interactive Age

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From the IAD archives, see how businesses are tackling the Web.

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For breaking electronic commerce news and features.

Welcome to Web Commerce

Communications Week's guide to electronic commerce and doing business on the Web.

With breaking news and insightful analysis, Web Commerce will help IT professionals and network managers "turn their networks inside out" and prepare for a new era of electronic commerce.

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Breaking E-News

[Sun Crypto in Limbo \(8-18\)](#)

[Duo Offers E-Commerce Applications \(8-18\)](#)

[Compaq Builds Global Transaction System \(8-11\)](#)

[What's in Store on the Web: Traditional storage falters as Web demands increase \(8-11\)](#)

[A GlobalNet That's Beyond The Norm \(8-11\)](#)

[Tamper-Proof Electronic Archiving \(8-11\)](#)

[Boosting The Bottom Line \(8-4\)](#)

[Quick Response to Web Requests \(8-4\)](#)

[IBM Extends Reach Through Several E-Commerce Initiatives](#)

CloseUp

Easy As ... 1,2,3

Are Internet connections bogging you down? Here are three ways to end the management nightmare

Credibility Gap

ISPs seem to have a lock on corporate Internet customers. Can the telcos win them back?

Your Search Has Ended

Improved search tools are helping Webmasters guide users through the Internet's data maze

Can We Talk?

Managers want to send voice traffic over their IP networks, but the telcos aren't coppering

EDI Travels The Web

EDI over the Web offers companies cheaper E-commerce and smarter messaging via browsers

Giving Content A Push



(8-4)

Automating Sales Caught in Web (8-4)Web Commerce Briefs (8-4)Risky Business? (7-28)Many Ways To Go Online (7-28)UPS Mulls 'Net Document Delivery (7-28)Web Commerce Briefs (7-28)Commerce Apps Getting Personal (7-21)AT&T, HP Focus on E-Commerce (7-21)Coopers & Lybrand Sees 'Net Payoff (7-21)Castrol Gradually Eases Onto the Information Highway (7-21)Web Commerce Briefs (7-21)New Class of Routers Keeps Extranets Safe (7-14)

E-News Archives

Software that helps businesses target markets gives companies an E-commerce edge

Web Site Triage

A Web site that links medical records among six Boston-area hospitals and leverages proprietary and existing systems is up and running

Intranet Casts Its Web Over Commerce

Once the darling of human resources, the intranet is now the purveyor of mission-critical applications and electronic commerce

When Webs Collide

A pair of webbed crusaders promise to drastically change commerce>

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Buying a Web server? Check out the myriad offerings with your network and needs in mind.

Building Your Web Team

An in-depth look at how companies build new media teams to handle their online business..

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pecos product family

The PECOS family of electronic commerce software solutions provides a realtime link between buyer and seller throughout product presentation, selection, ordering, fulfillment, and delivery. PECOS products move your paper-based commerce to online transactions which leverage Internet, World Wide Web, and CD-ROM technology for maximum convenience.

Full-circle electronic commerce is the ultimate application of Elcom Systems' technology to meet the needs of business-to-business marketers throughout the transaction cycle. Unlike other technologies, the PECOS family offers the complete solution, from comparing and selecting products, to realtime ordering and stock status checking, through delivery - all from any Windows-based PC.

Via LAN, WAN, telco, Internet/World Wide Web, and intranets, PECOS products automate the purchasing process, enabling licensees to decrease costs and reduce errors. From food service distribution or ventilation equipment manufacturer to PC and office product resellers, Elcom's business customers use a variety of multimedia formats, including video and sound, to market their product information.

Standard PECOS security features include ESI encryption, ESI registration and authentication, and ESI IPS (Individualized Packet Security). With the optional incorporation of advanced RSA cryptographic technology, companies who use PECOS can realize the cost savings and convenience of doing business via communications that are fully secure and remain private.

PFCOS.net

PECOS.net is Elcom Systems' framework for creating electronic commerce applications. It provides core functionality to ensure that Elcom solutions are flexible, scalable and secure.

Catalog Template Server



The PECOS.net Catalog Template Server delivers information to the Web browser when an Internet client browses and/or orders items from an electronic catalog. Information is delivered to the browser by dynamically merging PECOS.net html Templates with a customer's electronic catalog data.

Security

The PECOS.net Catalog Template Servers provide security by running behind a customer's chosen firewall and interfacing with a customer's chosen Web servers. The PECOS.net Catalog Template Server is designed to run either on the same physical machine with a Web server or on a separate physical machine. This design allows the PECOS.net Catalog Template Server to scale to the required transactional service levels.

PECOS.net HTML Templates

PECOS.net html Templates are designed to leverage available Web browser technology and authoring tools. Customers design their client interface with the best current tools and then add PECOS.net html Template extensions to create PECOS.net html Templates. The PECOS.net Catalog Template Server interprets the PECOS.net html Template extensions and dynamically merges data from one or more PECOS.net modules for presentation to the Web client.

PECOS.net Modules

PECOS.net Modules provide a reliable and efficient mechanism to implement business rules and extract catalog or other data for presentation to Web clients. These modules provide the glue between a request sent by a Web client and the presentation returned. They also manage the interaction between the PECOS.net Catalog Template Server and the Transaction Server System (TSS). PECOS.net modules are a proven and efficient technology to implement business logic in today's PECOS.net product line.



Transaction Server System

Transaction Server System (TSS) is a sophisticated Unix or NT based system that handles multiple tasks simultaneously, in a fully scaleable client/server methodology. The TSS resides between the end-user customer's PCs on the client side and the enterprise systems of your company, operating in either interactive or batch mode. It captures all transactions such as orders and inquiries from customers

Rtran

RTran or Remote Transaction service provides the connection-the network presence-between transaction clients on the end-user PC(s) and the transaction servers within the TSS. Subordinate RTran modules handle low-level communications via serial modem, intranet, extranet or the Internet.

Security

Security of all Transaction Server Interfaces is provided by Elcom Systems encryption; customer registration/authentication; Elcom Systems IPS (Individualized Packet Security); and a firewall proxy. RSA encryption is an option.

TSS Administration

TSS Administration is handled by the Server Manager, a Windows program that uses the Name Server to access and display the currently running servers and permits stopping, starting, and investigation of each one.

Development Tools

The Server Development Tools include the Code Generator, a Unix or NT development environment that facilitates the creation of servers from a server description file. When executed, the Code Generator uses simple commands to create server code modules that are the starting point for



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OFFENDING COMMAND: scoS

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PECOS Commerce Manager

Full-Circle Electronic Commerce for Online Selling

Extend Market Reach and Improve Profit Margins with PECOS Commerce Manager

PECOS Commerce Manager™ (PECOS.cm) is an electronic commerce application that provides manufacturers, distributors and direct marketers with access to an exciting new selling channel. Designed to support a variety of deployments including extranets and the Internet, PECOS.cm enables merchants to extend their market reach, provide value-added services to customers and improve their bottom line margins.

When merchants implement PECOS.cm, their customers gain easy access to the most current offerings and latest pricing through online multimedia electronic catalogs. The powerful search capability of PECOS.cm saves time and money by providing real-time product availability information and automated order placement.

With PECOS.cm, merchants can provide enhanced service at a lower cost. Companies can respond immediately to product inquiries and accept orders 24 hours a day, seven days a week. By accepting electronic orders, merchants reduce their order processing costs. And merchants and customers alike benefit from more efficient and accurate order fulfillment.

PECOS.cm provides a competitive edge for companies in a wide variety of industries, from PC products to office supplies to home consumables. With PECOS.cm you can add value to customer relationships, and create a link to the future for you and your customers.

PECOS.cm provides secure transaction processing and supports industry standards including common Internet browsers, Java, and traditional Windows deployments. Sophisticated system management capabilities allow merchants to configure the system to meet specific customer needs including account-specific pricing, limits on access to specific catalog items, and support for a variety of traditional and electronic payment

Benefits Your Business

- Broadens your market reach by enabling online access to electronic catalogs and order forms
- Reduces order processing costs
- Increases order accuracy
- Enables instantaneous updates and revisions to all product information
- Accommodates customer-specific pricing
- Integrates with a wide variety of legacy systems and databases
- Requires minimal hands-on administration
- Enables customer service personnel to



focus on value added services

Features

- Choice of customer interface: Windows or Internet Browser
- Multimedia electronic catalogs
- Online order requisitioning
- Realtime price and availability information
- Internet, Extranet and Dialup Access
- Variety of security options
- Interfaces with distribution and warehouse systems

methods.

PECOS Commerce Manager

includes the following functionality:

User Registration and Security

- User authentication
- Login name
- Password encryption
- Network encryption (optional: RSA)
- X.509 public key certificates

Electronic Catalog

- Product search
- Multimedia display
- Real-time price and availability
- Optional: Search via full text or parametric

Order Subsystem

- Order requisition
- Purchase order lookup
- Order status
- Recurring orders
- Saved orders

Payment

- Electronic invoices (810)
- Supports secure electronic transaction (SET)
- Digital signatures
- Credit cards
- Procurement cards
- Digital cash

Reporting

- Purchase histories
- Traffic analysis
- System management reports
- Usage reporting
- Performance analysis

Software Development Kit



- Transaction Server code generator
- Language compiler

System Requirements

Client

Microsoft Internet Explorer 3.X or greater
Netscape Navigator 3.X or greater

Server

Windows NT, NetWare, OS/2, Unix (SCO, AIX,
HP/UX, Sun Solaris)

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- There is no \$600-\$800 out-of-pocket expense for something you don't even know will pay for itself.
- Refundable \$75 application fee....which means.....that if we are not successful in opening an account for you for some reason, your application fee is completely refunded.

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- Then we guarantee your approval, even if you are a home-based, Internet or mail order business.
- We also unconditionally guarantee all of our equipment.
- You only need to fill out a basic three page form.
- We walk your application through the bank processing.
- We **REALLY** want to get you a merchant account.
- Our phone (toll free) is always answered by a person, not an answering machine..**CHECK US OUT....800-836-8486!**

Summary of fees:



- \$75 application fee. Everyone else charges \$150-\$350.
- \$34 monthly rental fee (\$68 required up-front for first/last month's rent), or only \$29 per month for the software to conduct electronic commerce over the net. (\$58 up-front)
- \$10 customer statement fee per month.
- \$.20 for each card swiped; \$.30 for each non-swipe transaction.
- 1.79% fee per swipe transaction and 2.5% fee per non-swipe transaction charged by bank each month.

CHECK US OUT!

Call around to our competitors. Call a few banks: NO ONE, BUT NO ONE has a service that can compare to this!!

Testimonials from Satisfied Customers

Fill Out an Application

(References upon request)

800-836-8486

Employment Opportunities With Takevisamc

TAKEVISAMC Press Release

TAKEVISAMC is a division of Emerson Gerard Associates (EGA)
4781 N Congress Avenue Suite 165 Lantana FL 33462
EGA is acting as an agent for Charge Card Services/S.C.F. Incorporated.

Contact takevisa@egainc.com now!





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Looking for Electronic Software Distribution Solutions for Windows, Macintosh & Newton?

BroadCast distribution technology is enabling software and content publishers to sell and deliver their products via the internet, commercial online services, and CD-ROM-- right now!



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Myers Internet Services



ICAT Product Pricing

Complete Electronic Commerce Software to Create the Best Catalogs on the Web.
 Runs on most unix platforms, Windows NT/Windows 95, and MacOS.(See platform list)



Electronic Commerce Suite

Single User iCat Commerce Publisher single-station license for Windows, iCat Commerce Exchange single-stream license for all Mac/Win/UNIX platforms.	\$1495.00
Multi-User iCat Commerce Publisher two-station client-server license for Windows, iCat Commerce Exchange 3-stream license for all Mac/Win/UNIX platforms.	\$8495.00
Multi-User Same as above, but also includes the 4D Server database	\$9795.00



Commerce Publisher

Single User Includes the iCat Commerce Publisher single-station license for Windows. (The iCat Commerce Publisher is included in the iCat Electronic Commerce Suite.)	\$795.00
Multi-User Includes the iCat Commerce Publisher two-station client-server license for Windows. (The iCat Commerce Publisher is included in the iCat Electronic Commerce Suite.)	\$5000.00
Multi-User Same as above, but also includes the 4D Server database	\$6295.00



Commerce Exchange

Single User Includes the iCat Commerce Exchange single-stream license for all Mac/Win/UNIX platforms. (The iCat Commerce Exchange is included in the iCat Electronic Commerce Suite.)	\$795.00
Multi-User Includes the iCat Commerce Exchange 3-stream license for all Mac/Win/UNIX platforms. (The iCat Commerce Exchange is included in the iCat Electronic Commerce Suite.)	\$5000.00

When ordering on-line please use the product code PCAT for ICAT products. You may also order ICAT catalog design and hosting, if you wish to have your catalog design and available on the Internet.



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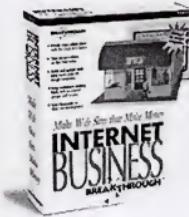
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Internet Business Breakthrough™

The fastest, easiest way to build professional commerce Web sites

Breakthrough Software™ announces the industry's first affordable e-commerce solution that delivers commerce Web sites at the click of a button! [More..](#)



PCCcomputing: "Internet Business Breakthrough from Breakthrough

Software offers what until now has been just a dream: an easy-to-use, well designed tool to help small and medium size businesses get started on the Web..."

Dave Gerdin, PC Computing

PC WORLD "There are a number of products on the market that can do the job, but none we've seen is easier to use than the \$249 Internet Business Breakthrough."

Paul Heltzel, PC World

INFO WORLD "I-commerce Quick-start Package Delivers--Internet Business Breakthrough is a useful tool, particularly for those who want to set up a Web-based storefront quickly and inexpensively."

Robert A. DelRossi, InfoWorld

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Products Servers

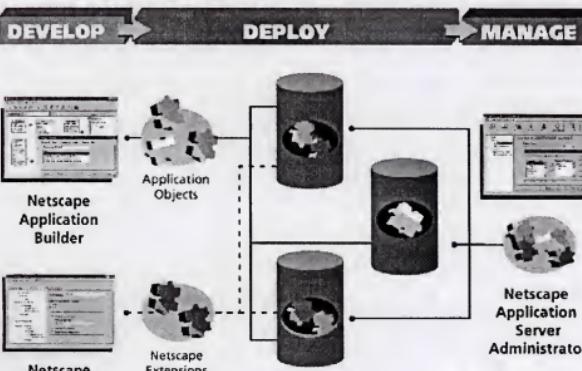
NETSCAPE APPLICATION SERVER

The industry-leading Internet application server, Netscape Application Server 2.0 enables corporations to develop, deploy, and manage business-critical applications. The Application Server solution includes Netscape Application Builder 2.0 and Netscape Extension Builder 2.0 to ensure high availability and easy integration with existing enterprise systems.

With the acquisition of KIVA Software Corporation, Netscape became a leading provider of application server software for enterprise-class intranet, extranet, and Internet applications. Netscape now offers Application Server, Application Builder, and Extension Builder to Netscape customers developing and deploying business-critical applications that reach beyond the company to include partners, customers, and suppliers.

Application Server provides significant new features and unprecedented functionality for corporations implementing business-critical Internet and extranet applications where high performance, rapid development, scalability, uncompromised availability, and enterprise integration are critical to achieving their business objectives.

Netscape Application Server Solution



Winner
of PC
Week's
Best of
COMDEX

Best Internet Software
award.

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DEPLOYING AND
MANAGING WEB-BASED
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Products Servers

NETSCAPE SUITESPOT 3.5

WHAT'S NEW

Netscape SuiteSpot, the leading open platform for networked enterprises, is now available with new features to help you more effectively manage information, communicate and collaborate, and automate business operations with a secure administration infrastructure.

With the release of SuiteSpot 3.5, Netscape is making it easier to deploy and manage large-scale, business-critical intranets and extranets using the leading open platform for the networked enterprise. The table below outlines some key features in this new release, along with their technology benefits and results for your business.

Technology Benefit

INTEGRATED HIGH-PERFORMANCE DIRECTORY

- Single directory manages all SuiteSpot components as well as any other application
- Native LDAP version 3 support provides standards leadership
- Enhanced performance and scalability
- Intelligent referrals
- Distributed replication

Business Result

- Lower total cost of ownership relative to competitive, stovepipe solutions
- Ability to create and manage large intranets centrally and cost-effectively
- Secure, manageable extranets for customers, partners, and suppliers

ENHANCED EXTRANET SUPPORT

- International character support
- Web-based Express clients for mail and calendar
- Intelligent directory

PC Magazine Online raves about SuiteSpot 3.5, saying it has "improved if not perfect centralized user administration." [Read the full story.](#)

MORE ABOUT THIS PRODUCT

DATA SHEET

DOWNLOAD SUITESPOT

EVALUATION GUIDE

FREQUENTLY ASKED QUESTIONS

PRICING & AVAILABILITY

AWARDS & ARTICLES



referrals

SCALABILITY AND RELIABILITY

- Enhanced messaging performance
- Improved directory scalability, reliability, and failover
- Support for Netscape Enterprise Server virtual servers and symmetric multiprocessing
- SSL hardware acceleration
- High-scale messaging: UBE ("spam") filters
- Ability to deploy more users but pay less for hardware
- Fewer servers to manage
- ISP-class service that can be implemented within the enterprise

BUNDLED CLIENTS

- Matched client and server offerings: SuiteSpot Standard with Communicator Standard; SuiteSpot Pro with Communicator Pro
- Clients optimized for server capabilities
- Source code for Communicator Standard Edition available
- One-stop shopping for a complete intranet solution
- "Free and bundled" Communicator reinforcing Netscape leadership
- Ability to leverage worldwide developer community

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Servers: [SuiteSpot](#) | [Information Management](#) | [Messaging & Collaboration](#) | [Administration & Security Infrastructure](#) | [SuiteSpot Hosting Edition](#) | [Netscape Application Server](#) | [FastTrack Server](#)

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ERROR: undefined
OFFENDING COMMAND: sco138

STACK:

0
0
0



Solutions Enterprise

NETSCAPE COMMERCEXPERT PRODUCT FAMILY

Electronic commerce over the Internet is booming. Companies that made an early commitment to Internet commerce expect to sell \$8 billion in goods and services this year, and this is only the beginning. By the year 2002, electronic commerce over the Internet is expected to grow 40 fold to \$327 billion, according to Forrester Research. Netscape is doing its part to advance Internet commerce by offering complete solutions for business-to-business electronic commerce.

NETSCAPE COMMERCEXPERT SOLUTIONS

A Complete Family of Business-to-Business and Business-to-Consumer Products

The Netscape CommerceXpert product family of electronic commerce solutions was developed by Actra, a joint venture funded by Netscape and GE Information Services (GEIS). The commerce solutions outlined below are based on the same open protocols and scalable security architecture used for communications on the Internet. Any company with Internet access can easily become a trading partner and enjoy the enhanced security features provided by Netscape's electronic commerce solutions. Moreover, Netscape's electronic commerce products can interoperate with EDI networks and private value-added networks (VANs) so even companies with proprietary systems can take advantage of online commerce.

- **Netscape ECXpert.** As the foundation of Netscape's commerce product line, ECXpert delivers EDI for the Internet. For more information about this product, please refer to the following:
 - [data sheet](#)
 - [FAQ](#)
 - [white paper](#)
- **Netscape SellerXpert.** This electronic product catalog uses EDI technology for order management via the Internet. For more information about SellerXpert, please refer to the following:
 - [data sheet](#)
 - [FAQ](#)
- **Netscape BuyerXpert.** This Internet procurement system

MORE ABOUT THIS SOLUTION

WHAT'S NEW

[Netscape and Actra announce the availability of PublishingXpert 2.0](#)

WHITE PAPERS

["The Networked Enterprise: Netscape Enterprise Vision and Product Roadmap"](#)

SUCCESS STORIES

[Bell Canada](#)

PRESS CLIPPINGS

["Finding Middle Ground" \(PC Week Online, September 1997\)](#)

["Netscape Expands With Partners" \(InfoWorld, May 19, 1997\)](#)

["GE-Netscape Venture to Unveil Commerce Products" \(Web Week, May 19, 1997\)](#)

ISP & TELCO SOLUTIONS

[Solutions Overview](#)

[Hosting White Paper](#)



operates in a multisupplier, interenterprise environment. For more information about BuyerXpert, please refer to the following:

- [data sheet](#)
- [FAQ](#)

• **Netscape PublishingXpert.** This comprehensive extranet publishing solution is a complete, end-to-end business solution that allows companies to share and sell their knowledge capital. For more information on PublishingXpert, please refer to the following:

- [data sheet](#)
- [FAQ](#)

• **Netscape MerchantXpert.** This Internet retailing solution provides software that allows companies to provide online, personalized Internet store fronts.

- [data sheet](#)
- [FAQ](#)
- [white paper](#)

• **Other Applications**

- [Information Delivery](#)
- [Application Management](#)
- [Human Resources](#)

[Enterprise Solutions Home](#)

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Take advantage of this Internet corporate purchasing solution for employee self-service ordering based on corporate agreements.

Organizations spend hundreds of millions of dollars each year on the goods and services needed to operate their businesses. To manage and control these purchases, many organizations rely on paper-based procurement systems that are inefficient, labor intensive, and expensive to administer. Netscape BuyerXpert lets employees order from their own easy-to-use web browser.

Purchasing managers can use Netscape BuyerXpert's dynamic approvals to establish criteria for approvals and automatically route orders to appropriate managers. They can negotiate more favorable contracts with suppliers, thanks to BuyerXpert's efficient capturing of accurate purchase data and aggregating of purchase volume. BuyerXpert is also flexible, adapting to changing business processes and easily integrating with existing systems.

Netscape BuyerXpert is part of the Netscape CommerceXpert product family, which enables businesses to easily conduct commerce on the Internet.

FEATURES OVERVIEW

Empowers employees to create, approve, and track orders while preserving corporate controls. Supports open, standards-based catalog, ordering, and payment transactions with security features.

Circulates orders for approvals by using workflow for quick turnaround.

Configures application behavior

Netscape BuyerXpert Internet Commerce Application for Enterprise Purchasing

Organizations are rapidly adopting Internet-based purchasing systems to automate the entire procurement process from employee to supplier. With Netscape BuyerXpert, purchasing professionals can set up an electronic collection of approved vendor catalogs so that employees have one central resource for products and services. BuyerXpert makes employee self-service ordering a reality by giving employees the means to create, approve, and track orders from their web browser while it preserves corporate controls. Purchasing executives can automate the process to streamline approval and speed order fulfillment. By efficiently capturing accurate purchase data and enforcing corporate contracts, BuyerXpert can reduce procurement costs. It enables purchasing professionals to improve productivity, reduce order processing costs, minimize order cycle time, and take full advantage of volume discounts.

Open Supplier Participation

Netscape BuyerXpert provides a wide range of choices for supplier participation and ensures that partners are not burdened with proprietary software or data formats. Small suppliers need only an Internet client, such as Netscape Communicator, that supports Internet security standards. Larger suppliers can take advantage of interoperability with Internet selling systems, such as Netscape SellerXpert, that conform to the Open Buying on the Internet (OBI) Consortium's specifications.

Self-Service Ordering

Using their web browsers, employees can quickly order items from their Netscape BuyerXpert collection of approved supplier catalogs. Because complex contract terms and order limits are transparently enforced, routine purchases can be handled by employees - freeing purchasing professionals for more strategic tasks.

Dynamic Approvals

When an order is submitted, Netscape BuyerXpert determines the correct approval path by established criteria such as employee role, dollar value, items being purchased, and shipping information. BuyerXpert's automated workflow triggers and manages the process by using email for notifications, reminders, and escalation.

Configurable Business Logic

Business rules allow customers to tailor Netscape BuyerXpert functionality to keep pace with changing requirements. Rules define how a purchase is handled and enable BuyerXpert to guide requesters through the buying experience based on who is placing the order, the item being bought, and the supplier.



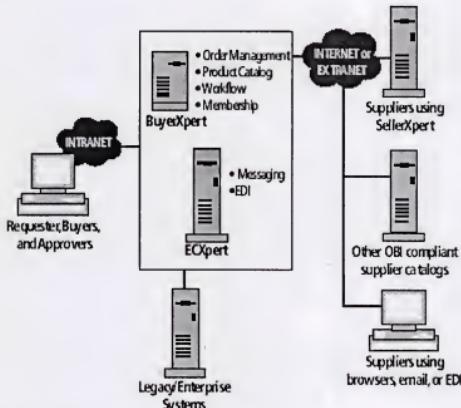
and terminology to fit specific business practices.

Helps organizations gain insight into enterprise operations and purchasing patterns.

Leverages existing investments in enterprise applications.

Full-Featured Reporting

A comprehensive reporting system, complete with graphs, charts, cross-tabs, and hyperlinks helps procurement professionals analyze purchases and make strategic changes in supplier relationships.



Intuitive desktop ordering on your intranet accommodates both entry-level and advanced supplier participation on the Internet.

Complete Order Management

Creates requisition and purchase order from catalog or order form

Allows contracted and nonstock, off-catalog purchases

Supports repeat orders and multiple orders in progress

Enforces accounting codes and employee spending limits

Determines contract pricing with discounts, allowances, charges, and promotions

Estimates freight based on shipping point and carrier selection

Supports invoice, cash, and credit payments

Updates order status automatically

Searches full or partial receipt of goods

Incorporates enterprise purchasing system interfaces

Multivendor Product Catalogs

Identifies products rapidly by using keyword search, hierarchical browsing, and parametric search

Supports local catalogs or distributed, supplier-managed catalogs

Features multi- or single-vendor displays

Allows personalized views for partner-specific pricing and terms

Supports Dun & Bradstreet Standard Product and Service Codes or company-defined commodity codes

Uses electronic data interchange (EDI), text, spreadsheets, or manual data entry to load and maintain data

Classifies products with online graphical authoring tools

Supports multimedia for text, graphics, audio, and video



Dynamic Workflow

Manages approvals, declines, and requisition notifications
 Dynamically creates approver lists based on employee roles
 Supports company-defined processes
 Uses rules-based, conditional routing with email integration
 Supports approval reminders and escalation
 Allows for ad hoc changes to approver lists
 Uses visual administration of complex workflow processes

Advanced Membership and Profile Management

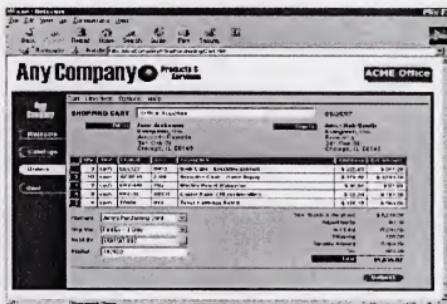
Supports user groups and hierarchical organizations
 Enables secure name and password sign-on
 Supports digital certificates for optional authentication using X.509 self-issued or third-party certificates

Full-Featured Reporting System

Displays and prints browser-based reports
 Embeds graphs, charts, cross-tabs, and hyperlinks
 Includes access controls on preformatted, option-driven reports
 Creates standard or custom reports
 Supports object-oriented report building
 Features scheduling, versioning, and batch processing
 Includes demand paging and multithreaded viewing

Configurable Business Rules

Provides more than 200 preconfigured business parameters
 Separates system behavior and application data
 Supports run-time evaluation and conflict resolution
 Displays menu and tree-driven Java administration interface





Tight Integration With Netscape ECXpert

Transmits data over public and private networks
Supports ANSI ASC X12, EDIFACT, UCS, and other standards
Uses a graphical tool for any-to-any mapping and translation
Incorporates legacy communications with batch scheduling to interface with mainframe, Unix, or Windows NT
Stores documents, tracks services, and manages tasks
Supports the Simple Mail Transfer Protocol (SMTP) and Secure Multipurpose Internet Mail Extensions (S/MIME)

Netscape CommerceXpert Architecture

Incorporates Java and HTML interface
Supports Netscape ONE (the Open Network Environment)
Features Common Object Request Broker Architecture (CORBA) and platform-independent, Internet Inter-ORB Protocol (IIOP) object messaging
Uses Netscape server application programming interface (NSAPI) for concurrent processing
Permits distributed components within an extensible architecture
Centralizes attribute definition and graphical user interface (GUI) fields
Employs standard and consistent data element storage, data-driven application flow, and JavaScript use
Allows for database independence
Features run-time monitoring, audit and logging, backup, and archiving
Uses a staging environment to test major functions and incrementally migrate changes to production

Supported Platforms & System Requirements

Operating System	Recommended Memory	Recommended Disk Space
Sun Solaris 2.5.1	256MB	3GB

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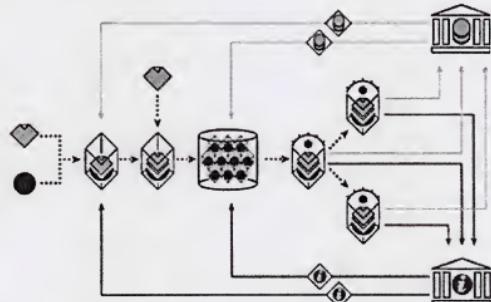
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INTERTRUST COMMERCE ARCHITECTURE



InterTrust Commerce Flow



CREATOR	DISTRIBUTOR	CONSUMER	CLEARINGHOUSE
<p>The creator packages one or more pieces of digital content with a set of business rules in a DigiBox secure container, and sends the DigiBox to a distributor.</p>	<p>The distributor adds to and/or modifies the business rules in the DigiBox within the parameters allowed by the creator, and places the DigiBox on a Website content server.</p>	<p>The consumer downloads a DigiBox from the content server. The consumer uses the content according to the business rules. This action generates financial and usage records that are sent to clearinghouses. The consumer may forward the DigiBox to other consumers, who can consume the content under the control of the same business rules.</p>	<p>The financial clearinghouse collects, processes, and aggregates financial transaction records, debits consumers' accounts according to their content usage and credits creators' and distributors' accounts.</p> <p>The usage clearinghouse collects, processes, aggregates, and summarizes usage information, and provides these usage reports to creators and</p>



distributors.

The InterTrust Commerce Architecture uses InterTrust's DigiBox secure containers to safely store and transport digital content. These tamperproof electronic packages allow commerce participants to bind business rules such as payment, usage, and metering rules to any kind of digital content--text, graphics, executable software, audio, or video. A creator can specify separate charges for such operations as viewing, printing and excerpting the content in a DigiBox container, and choose from many payment models such as pay-per-view and rent-to-own. The creator can tailor usage and payment rules to past buying patterns, classes of consumers (giving an automatic discount to college students, for example), and other criteria. As permitted by the creator, distributors can specify additional rules such as value-added markups. InterTrust thus supports traditional value chain management in the electronic world.

A consumer downloads a DigiBox from the distributor's Website content server. After reviewing and accepting the business rules, the consumer accesses the content under the control of the rules. This process automatically creates secure financial and usage records of the transaction and sends them to clearinghouses. Consumers can freely redistribute DigiBox containers to others, who can also use the content subject to the same business rules. The financial clearinghouse processes the transaction records from all users, charges the consumers' accounts, and credits the creator's and distributor's accounts according to the business rules that were packaged with the content. If the business rules in the DigiBox specify the metering of content usage, such usage information is collected when a consumer accesses a piece of content. This usage information is sent to a usage clearinghouse which processes and aggregates metering information, creates usage reports, and passes them on to the creator and distributor.

[\[Top\]](#)

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 **ECStore™** by QUINNCOM™

[ECCentre](#) [Home](#) January 1998

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QuinnCom's ECStore™ enables retailers or catalog based businesses to sell products from the World Wide Web. Products are securely managed from an industrial strength database to promote electronic commerce via a retail merchant point of sale system.



[click here](#)

Visit some of the businesses that are *live* using ECStore™.

ReAP™ Market

[click here](#)

The ReAP Market is a retail alliance partner program designed for retailers to manage their electronic commerce catalog needs from an industrial strength database. ReAP Market's specialized Internet storefront hosting service is designed to enable retail merchants to take full advantage of the Internet marketplace without incurring the expense usually associated with bringing in-house an online electronic commerce system.

ReAP™ 250

[click here](#)

ECStore™ is an easy and economical way to start doing electronic commerce from your Website today. If you need to start selling your products and services from your Website quickly, or you want to test-out electronic commerce ECStore™ is your answer. With the new release ECStore™ 3.0, electronic

ReAP™ VAR

[click here](#)

If you consult with other companies or host Internet sites the Retail Alliance Partner program, ReAP™ is for you. This program is designed for resellers and solution integrators.



commerce-enabled database-driven
sites are created on the fly.



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**Quinn Communications, L.C.
ECStore™**

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Palm Beach Gardens, FL 33408 Long Island City, NY 11106

1-888-EC-STORE

+1.561.622.7577

info@ecstore.com

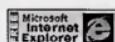
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ECStore™ is leading technology and delivered along with other leading technologies such as Oracle, CyberCash, Taxware International, Microsoft and Verifone.

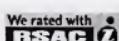


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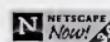


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Services



Would you like an "Internet salesman" who boosts your profits ?

Imagine a tireless salesman who shows and sells your products to thousands of clients all over the world 24 hours a day, 7 days a week. Now you have an idea of what means to purchase a Virtual Shop at Clickstore.

A Virtual Shop is your shop-window on the web where you can show your catalog and sell your products, not only, it's at Clickstore, a permanent web trading centre that will provide thousands of visitors to boost your business.

We don't claim to be the ones who invented the web store concept, but we surely made it really effective.

Clickstore allows you to sell your products in an absolutely new, easy and effective way thanks to the vending system we developed for you.

Many web stores oblige their customers to send them data and images about every single product which they vary in their catalog, then a clever operator will update the product page(s). This costs money and vendors have to wait days or even weeks to see their price list updated... maybe too late.

A way to keep costs low and to see the price list updated on the fly would be to let the vendors modify their web catalog on their own by their Internet browser, but this would be very slow without a super-fast Internet connection, so it would result into high telephone costs and it would greatly limit the number of products you can really manage on-line... but that's not what you want, right ?

We made much more !!!

With *Elastico Internet Trade* you can create/modify your catalog off-line, no matter how many products, take all the time you need since you are not spending a penny for the telephone company.

Then you just go on line and click the "Export Catalog" button, it will update your Virtual Shop, and it will collect the new orders from your clients, it'll take just a minute!!!

All you need is a PC, Windows 95TM and an Internet dial-up connection.

Let us explain why you are going to become our customer...



 **EASE OF USE**

have you ever seen a web store so easy to navigate for buyers and so easy to manage for vendors?

 **POWER**

Clickstore allows you to put hundreds of products on line, each one with its photo, description, features, a different price for different sales targets, such wholesale, retail, etc. (yes, you can password protect the price lists for your dealers), a currency for every price and much more.

Moreover, since you may want to sell both in your country and in the rest of the world (that's why the Internet is great!) Clickstore allows you to publish your catalog in two different languages, maybe your mother tongue and english of course.

 **FLEXABILITY**

You can change the setting of your Virtual Shop whenever you need, how many times you need. For example you can enable or disable the payment methods you prefer:

- cash on delivery
- prepaid check
- transfer order
- credit card (via Internet and/or via fax)

 **PRICE**

Thanks to the new approach we practise, you can update your catalog when you want, the way you want and every update is totally free!!! Vendors are only charged on a per-time and per-catalog-size basis.

And more, since we don't need dozens operators to update your Virtual Shop, we can keep the price low while offering the best vending system on the Net.

 **ADVERTISING**

Each Virtual Shop's owner may also advertise his Virtual Shop on his own since every Virtual Shop has a unique address and it can be accessed directly, but in any case he will benefit by the joined advertisement we do for all our customers at no additional fee.

 **DOUBLE WAY IN**

Every Virtual Shop has two entrances, one from the Clickstore home page and another one through a dedicated direct address (URL). This way you can use your Virtual Shop as a part of your existing web site just adding a link! You can also personalize the toolbar of your Virtual Shop in such a way that it will seamlessly integrate with the rest of your web site, with your logo, a button linked back to your home page and many other features.

Still doubtful ? No problem, get a FREE 30 days trial !!!

Just follow this four simple steps:



1)	Download Elastico Internet Trade and install it on your PC.
2)	Insert your product data, prices and images while you are OFF-LINE (!)
3)	Ask us for your *FREE* Account ID and Password
4)	Press the "Export Catalog" button on your Elastico Internet Trade

Don't waste your time, just try it out, you will find out an hell of other interesting features.

FOLLOW US, WE WILL TAKE YOUR BUSINESS ON LINE !!!

hom^{er}



Download


italian version

DOWNLOAD YOUR FREE ELECTRONIC COMMERCE TOOL
AND BUILD YOUR ON LINE VIRTUAL SHOP IN MINUTES !

Only your name and e-mail address are required to download **Elastico Internet Trade**.

All the data you will insert is for internal purposes only and will not be given to other parties or published anywhere.

Name:

E-mail:

Address:

City:

State/Province:

ZIP/Postal code:

Country:

Phone:

Comments:

Thank you!

DOWNLOAD NOW





Subject: AutoResponse

Date: Sun, 1 Mar 1998 14:03:09 -0800

From: "null@netlink.net" <null@netlink.net>

To: <michaelj@hooked.net> (Michael Jacob)

****THANK YOU****

Thank for your interest in the "Virtual Shopping Cart" ordering system!

As you can see from the demo PRODUCT CATALOGS, this shopping cart simplifies commerce transactions over the Internet by making purchasing easy, interactive, and secure.

Please also take a look at our new SafeSale commerce package at:

<http://www.localrep.com/safesale/demosite/default.htm>

****INDUSTRY BREAK THROUGH****

Our advanced shopping cart ordering system gives our clients the ability to add, delete or change product descriptions, graphics, and pricing at any time. Our clients maintain and update their Web sites by dialing into a password protected section and making necessary adjustments or uploading new data from their existing databases. NO PROGRAMMING SKILL IS NEEDED since the information is entered through a "fill in the blank" template.

****Features of " THE VIRTUAL SHOPPING CART"****

1. Simple to use. This results in higher usage.
2. Easily allows users to purchase multiple items, increasing average sales.
3. Automatically calculates invoices, including applicable shipping and sales taxes.
4. Allows site owners to easily add, change, and delete their own products, product descriptions, and prices without HTML knowledge.
5. Combined with CyberCash, security of credit card transactions is maximized.

****OPTION****

You can remotely build your own PRODUCTS CATALOG on our Secure Server or have our consultants/programmers work with you to create either your PRODUCTS CATALOG area or your entire Web site.

****PRICING****

Basic template* \$250 setup fee

Deluxe template package** \$750 setup fee

Custom Catalog directory*** by quote only

*Basic template, all items on one long scrolling page.

**Deluxe template, one menu page with up to 5 links to scrolling item pages.

***Custom Catalog Directory, several layouts available which can hold 1,000's of items in menu or search driven menus.



Note - Items in all templates and catalogs are entered by the customer using NetLink's WebManger. Custom uploading scripts can be created to upload from existing databases for an extra charge.

CyberCash setup is an additional \$250 to process secure credit card transactions.

****SERVER SPACE FEES****

-Up to 5 MB:	\$75 per month
-6 to 10 MB:	\$125 per month
-11 to 30 MB:	\$175 per month
-31 to 50 MB:	\$225 per month
-More than 50 MB:	quoted

****PLEASE EMAIL YOUR QUESTIONS OR COMMENTS TO****

doug@netlink.net

or call us at (916) 927-7380

Company URL:

<http://www.netlink.net>



INTERSHOP

COMMUNICATIONS

INTERSHOP Corporate is a technology framework used by our Professional Services Division to create custom-built, high-end eCommerce solutions for Global 2000 customers like Hewlett Packard, Siemens, and Deutsche Telekom.

INTERSHOP Communications could successfully develop and deploy business-to-business applications that generate more profit almost immediately.

INTERSHOP Corporate integrates with high-end legacy systems such as SAP R/3 and can link into several EDI standards, including ANSI X.12 and EDIFACT. It is based on open, scalable technology and runs on several database systems including Sybase, Oracle, Informix, MS SQL Server and DB/2.

See how some of the Global 2000 are using **INTERSHOP** technology:



order@hp.com

[Browse Hewlett Packard's store](#)

[Browse order@hp.com's store](#)

Hewlett-Packard

*A typical large-scale business-to-business eCommerce application. Hewlett-Packard uses **INTERSHOP Corporate & Professional Services** to provide a complete eCommerce infrastructure to its customers. Note that this link shows only one particular eCommerce application (there are more within HP built by **INTERSHOP Communications**) and that you - because it's an Extranet - use a guest login that allows you to window shop only.*

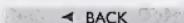
SIEMENS NIXDORF

[Browse SIEMENS's store](#)

Siemens Nixdorf

*Also a business-to-business application, Siemens site was built using **INTERSHOP Online** as opposed to **INTERSHOP Corporate**. Siemens Nixdorf sells around 30,000 items to its customers be they Software, Hardware, Manuals and Accessories. Orders are transferred to The Siemens SAP R/3 system using **INTERSHOP EDI**. This store is in German only.*

You can find out more by [filling out](#) the feedback form.





INTERSHOP

COMMUNICATIONS

PRESENTS **eCOMMERCE** SOLUTIONS FOR

Merchants & Businesses

Want to add an **electronic storefront** to your website? **INTERSHOP Online** is one-stop shopping!

Fortune 500 Companies

Need a custom **business-to-business** eCommerce solution? **INTERSHOP Corporate** + our Professional Services Division make it happen!

ISP's & High-Traffic Websites

Plan to offer **eCommerce Services** to your clients? **INTERSHOP Mall** lets you host hundreds of **electronic storefronts**.

VAR's & System Integrators

Would you like to **resell** or **integrate** our products? Read about the benefits of our **INTERSHOP Partner Programs**.

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*of***COMMERCE** ...

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canaryfiner
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600 Townsend Street, Top Floor West
San Francisco, CA 94103
(800) 736-5197
[Worldwide Offices]

Questions or Comments? Write to webmaster@intershop.com

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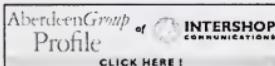




Expand Your Business with an Electronic Storefront

Six reasons why **INTERSHOP Online** is your eCommerce solution:

- ✓ complete ready-to-use software to create and manage an online store
- ✓ integrated business processes to sell on the web, secure payment
- ✓ ready to be easily customized, no programming
- ✓ industrial strength built-in SYBASE SQL Server 11 database
- ✓ extensive connectivity to legacy systems and 3rd party software
- ✓ Analysts agree **INTERSHOP Online** is **best of breed!**



Expand your business on the Internet easily, professionally and affordably.

INTERSHOP Online allows you to design and manage storefronts that will individualize your customer's experience, use suggestive selling and raise your revenue by building loyalty.

INTERSHOP Online is also appropriate in business-to-business relationships, allowing you to offer volume discounts and handle company accounts.

INTERSHOP Online will seamlessly integrate with your existing legacy system -- providing you with an Internet storefront without altering your business practices.



Click the image to see a product showcase!

If you don't have your own web server or would prefer to rent or lease, your store can be hosted in an **INTERSHOP Mall**. Click here to see a [list of INTERSHOP Mall Owners](#).

For more information please contact one of our [INTERSHOP Value Added Reseller](#)

please make your selection:

leasing info	features & benefits	technical support
data sheet	technical whitepapers	download
	pricing & availability	





Software

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IBM solutions for Windows NT

enterprise-class business solutions on NT and taking advantage of network computing.

If you don't find the product you need on this page, check out our [alphabetical index](#) of IBM software products.

IBM and Lotus offer more than 100 Windows NT solutions, the industry's largest portfolio. They offer a growing resource to corporate developers, independent software vendors and business partners for creating

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- [IBM Visual Warehouse](#)
- [IBM Net.Data](#)
- [IBM DataPropagator](#)
- [IBM MQSeries](#)
- [IBM Transaction Server](#)
- [IBM ADSM](#)
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DB2 Universal Database

DB2 technology is a proven winner in any world, including Windows NT. Reliable. Versatile. Scalable. This server software stores, manages and retrieves data. It operates according to defined rules for security, multiple user access and data management. No matter how large or small your Windows NT world may be, DB2 makes your data safe, secure and easily accessible. Now, do you want to weave in audio, video, graphics, text and other non-traditional data types? DB2 handles it all with ease.



See for yourself how well DB2 runs in Windows NT.

[Download or request DB2 Universal Database V5.0 trial code](#)»

Designed for

Microsoft®
BackOffice™

Visual Warehouse

Visual Warehouse - the datamart builder for NT. Like a DataWarehouse a datamart contains informational data optimized for enduser decision making and data analysis. With Visual Warehouse you can quickly build a datamart that leverages the use of your existing data e.g: pull information out of Oracle, Sybase, SQL server and Informix and merge with host data from VSAM, DB2 or flat files. With built in job scheduling and extract capability the datamart is ready for use with your favorite query and reporting tools



Net.Data

Net.Data Version 1.0.10 is IBM's strategic product for enabling Internet/intranet access to relational data on a variety of platforms. All of the most prevalent databases can be data sources for your Web application: DB2, Oracle, Sybase, ODBC data sources as well as flat file data.





Net.Data provides for high performance, robust application development function, and exploitation of existing business logic. Net.Data tightly integrates with Web-server interfaces, providing higher performance than common gateway interface (CGI) applications. Net.Data supports client side processing, server side processing with Java, REXX, Perl and C++, conditional logic and a rich macro language.

Designed to meet copy needs in the relational environment for operational and informational applications, IBM DataPropagator Relational replicates data throughout databases in the DB2 family, and provides powerful copy capabilities that support data distribution, data consolidation, and data enhancement to help you reengineer business processes and improve decision making effectiveness.

MQSeries for Windows NT brings business worlds together with reliable and transparent integration between Windows NT and 20 other major computing systems. With this award-winning software, you can integrate newly-developed NT applications into larger networks no matter how many platforms or network protocols are involved. You'll cut development and maintenance costs. Deploy business solutions faster. And gain a greater return on that hefty investment you've made in systems and resources.

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[Download SupportPac for MQSeries Client for Windows 95](#)

[Platform-Specific Information about MQSeries for Windows NT](#)

Transaction Server for Windows NT, Version 4 is a new member of the IBM Software Server series, a family of modular application servers. IBM Transaction Server acts as a robust, enterprise-wide coordinator and integrator of servers, managing high-performance applications and data sources across the network.

IBM Transaction Server for Windows NT, Version 4 offers a choice of two types of transaction processing solutions for Windows NT: CICS(TM), the most popular transaction processing product in the world; and Transarc's innovative Encina distributed transaction processing technology.

[Platform-Specific Information about IBM Transaction Server for Windows NT](#)

IBM ADSTAR Distributed Storage Manager

Searching the heavens for enterprise-wide storage management? All worlds fall easily into orbit around ADSM. It supports the broadest range of platforms, devices and protocols. You can count on super reliable automated backup and recovery, archiving, hierarchical storage management and disaster recovery for a safer world for all your data. ADSM provides proactive data protection across your business' many computing worlds. Scalability? How far do you want to go? A single server? Or an entire, far-flung enterprise? ADSM can take you there.



[ADSTAR Distributed Storage Manager Overview](#)

[ADSTAR Distributed Storage Manager for Windows NT Single-Server and Network Edition](#)



ERROR: ioerror
OFFENDING COMMAND: image

STACK:

-dictionary-





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- SoftCart™ 3.2 --just released!
- Mercantec StoreBuilder™ for Microsoft® FrontPage® NEW
- SoftCart Software Developer's Kit (SDK)
- Microsoft FrontPage Design Templates for SoftCart

Add-on Modules

- Mercantec Page Generator
- Intuit QuickBooks Link
- Drop Ship Fulfillment Module
- ICVERIFY Connect
- CyberCash Integration Kit

Complementary Products

Payment systems

- CyberCash
- ICVERIFY
- Online Analysis

Other modules

- GiftShop Module
- Mail Order Manager (MOM) Integration Kit

Register a Complementary Product

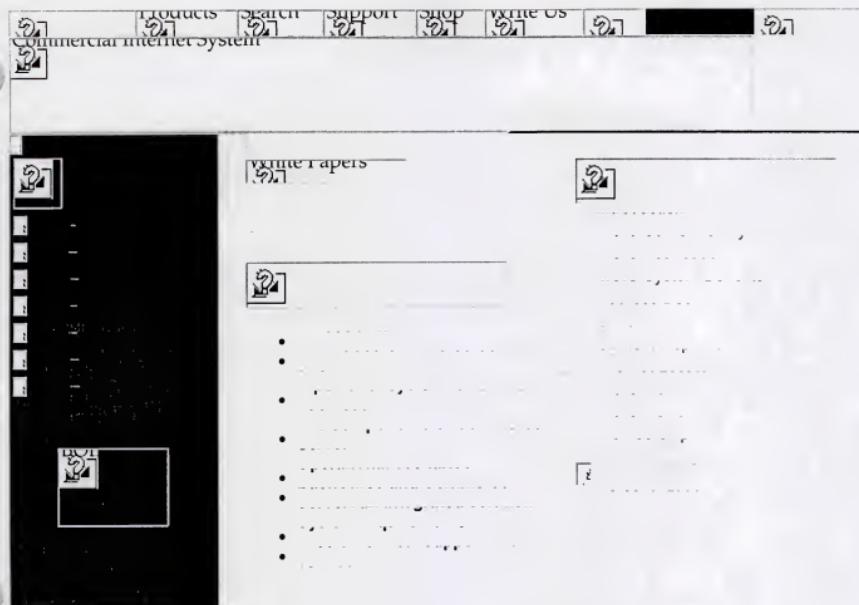
Mercantec products are available through a worldwide network of more than 60 Web hosting and design partners who can help create complete solutions for you or integrate Mercantec products into your existing Web sites. Contact one of our partners directly to help you in selecting the components that are right for your business.



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Introduction

The rapid growth of the World Wide Web has opened the newest frontier of commercial opportunity. Smart companies are looking for Internet solutions that give them the competitive edge in this hot market arena.

Today's Web sites cannot attract audiences with yesterday's technology. To compete successfully, commercial sites must sharpen their presentations and approach their customers as *individuals*, offering them not only quality products but real-time information and personalized services as well.

Commerce Server provides a comprehensive solution to this challenge. It offers the ultimate in customer experience, easy setup and administration, and the most advanced promotion-based merchandising technology available. Commerce Server can be used out of the box to set up a basic online store, or it can be customized to fit a merchant's specific needs. And Commerce Server is the only integrated commerce solution that will work with your existing relational databases.

Commerce Server plays a key role in Microsoft's strategy to support commerce on the Internet. It is designed for full integration with the Microsoft BackOffice™ family of server software products, yet its open, extensible architecture can also be used successfully with third-party components. Microsoft is committed to working with customers and third parties to realize the full potential of the Internet.

Powerful, flexible, and easy to use, Commerce Server meets the needs of companies that want to establish a strong and lasting presence on the Internet.



What does Commerce Server offer?

Commerce Server is the ideal way to create and maintain a sales presence on your Web site. With flexible configuration to get your site up quickly, complete yet extensible order processing, and tools to help you actively sell and promote, Commerce Server is the clear choice for companies that want to go beyond just publishing online.

The key advantages that Commerce Server offers are:

- Creating a compelling and secure buying experience
- Requiring minimal custom development
- Providing the ability to conduct dynamic promotions

The best shopping experience for your customers

Commerce Server gives your customers the excitement of shopping on the



Internet, plus the appeal of personalized services and the familiarity of credit-card payment. Web users open a Commerce Server site and immediately find themselves in a virtual store. From there, they can easily navigate the departments and product pages that make up the store. They will be impressed by the convenience of online shopping, and chances are, they will want to return.

The following features make Commerce Server particularly appealing to buyers:

- Convenient and hassle-free shopping
- Personalized/custom services
- Secure payment

Shopping convenience

Customers will be pleased by the convenient, hassle-free environment of the online store. You can design attractive, appealing product displays and offer a bounty of items in their full range of sizes, colors, and other attributes. For the buyer, moving from one product to another or moving between store departments is as simple as a mouse click.

Search Function

A flexible searching mechanism, based on SQL, allows you to build in the most appropriate search criteria for the store's particular product line and layout. Buyers, not limited to a fixed, narrow set of search criteria, will be able to search through your product database and find what they are looking for.

Shopping Cart

A built-in feature called the Shopping Cart allows your customers to select items that they want to buy, and to collect the items in a list. As in a real store, buyers can at any time review the items they've collected, add to the contents of the cart, change the quantity of any item, and remove items from the cart if they change their minds. As a buyer collects products, the price is totaled, complete with tax and shipping costs. When all items are selected, the buyer can complete the order and pay for it online.

SCREENSHOT



If a customer exits the store before completing the purchase, the Shopping Cart has the flexibility, based on the merchant's store design, to keep the items that have been selected. When the customer returns, all previous selections will still be in the cart.

Personalized services

Customer loyalty is important in any business. With Commerce Server, you can give your customers one-to-one services that will bring them back to shop another time. You can offer them specials and promotions that take their individual needs and preferences into account. By doing this, you can help them find exactly what they want without wading through pages of information about products they might not be interested in.



In addition to sales and promotions, Commerce Server supports personal touch services such as gift messages or special greetings, or delivery according to specific instructions such as delivery on a specific date (for example, December 24).

Your customers will quickly see that your online store is not only an attractive place to shop, but also a place where they can count on personalized service.

Secure payment

It is crucial for your customers to know that their financial transactions are safe from credit fraud and that their purchases will reach them expeditiously. The ability to charge purchases against their existing credit card accounts with real-time credit card authorization gives them a familiar method of payment, but it is just as important that their transactions be tamper-proof. Commerce Server has built-in features that answer these needs.

Security

The initial version of Commerce Server uses Internet-standard Secure Sockets Layer (SSL) channel encryption or Personal Communications Technology (PCT) to protect credit card information. SSL encryption is built into standard Web browsers, including Microsoft Internet Explorer and Netscape Navigator. Commerce Server supports the Secure Electronic Transaction (SET) protocol, developed jointly by Microsoft and Visa International. Together, these protocols provide state-of-the-art protection for both you and your customers.

See the ["Convenient order and inventory management"](#) section for information about transaction security and VeriFone® vPOST™.

Order confirmation and status

After a buyer has selected a method of payment and the payment is approved, Commerce Server sends the buyer a confirmation. At your option, orders can be assigned tracking numbers so that the customer can inquire about the status of the order and you can readily track the order information.

Ease of setup and administration

With Commerce Server, you can set up an online store that fits the way your business works without a lot of complicated and costly custom development. After you have your store up and running as you want it, easy-to-use administrative tools help you reach and serve a potentially global customer base.

Commerce Server will also work readily with your existing product database. (For information about schema independence in Commerce Server, see the ["Flexibility Through Extensibility"](#) section.)

The following features, designed to facilitate your management tasks, make Commerce Server the best choice for your online sales:

- State-of-the-art stores with minimal custom development
- Dynamic product management and presentation
- Convenient order and inventory management

State-of-the-art stores, minimal custom development

Using Commerce Server, you can quickly set up a selling presence on the World Wide Web, customize the system to meet specific marketing needs, and begin selling products to an international audience.



Easy setup

You can, of course, design and set up your online store from scratch, but you don't have to. Starter stores, HTML templates for the development of an online "store," make it possible to build a sales-oriented Web site without having to design the site layout—or individual pages—from scratch. These building blocks can save a great deal of time and resources.

Starter Stores

The starter stores shipped with Commerce Server are in part basic templates, in part operational samples that can be modified to fit a specific sales model. They provide formats for a home page, product pages, company information pages, and other typical structures of a Web site designed for online selling. Templates consist of hard-coded HTML as well as page-generation directives (keywords) that specify what data should be inserted in a page, what queries should be run against the database, and so on.

You can think of a starter store as a kit for constructing a prefabricated sales site, complete with basic building blocks.

The starter stores provide a good basis for customization. In fact, this is most likely how you will find them useful—not as an exact blueprint, but as a foundation for your online store. Included in each starter store is a set of administrative tools that give examples of how to manage the store operations.

Authoring and media tools

Commerce Server supports all standard HTML and HTML-related tools. As you design your online store, you can use your favorite software for creating Web pages and adding media enhancements—pictures, sound, or video.

Dynamic product presentation and management

With Commerce Server, you don't need advanced programming skills to put a wealth of product data online or to modify the contents of your store.

Dynamic page generation

Dynamic page generation means that HTML pages are created "on the fly," simplifying implementation and reducing costs. Thanks to dynamic page generation, your online store can keep pace with changing product specifications and promotions. Pages can be personalized according to data collected from individual customers and from the product database.

Product presentation

The system's database management functions allow you to offer individual products in any number of colors, sizes, versions, languages, and so on. Buyers can be prompted on an HTML form for more specific product options, ranging from personal monograms to optional warranty service.



Screenshot**Updated pricing and promotions**

Dynamic page generation makes it possible to adjust product pricing in real time, as often as necessary. Featured products can be spotlighted; you can present a feature of the day, or a feature of the hour, if you like. Special sales promotions can be aimed either at the entire online audience or at particular buyers based on customer demographic data.

Cross-selling and up-selling

When a buyer selects an item for purchasing, the system can automatically suggest a complementary item (cross-selling) that is available in the store; for example, a buyer who selects a camera can be offered a tripod as well. Or the system can suggest a similar item of better quality (up-selling).

Ease of management

A user-friendly HTML form, designed by you or a service provider, makes it easy to add, remove, or modify product items and their attributes. Thanks to this form, in combination with dynamic page generation, you can focus your energies on managing your store—not on authoring Web pages or struggling with code.

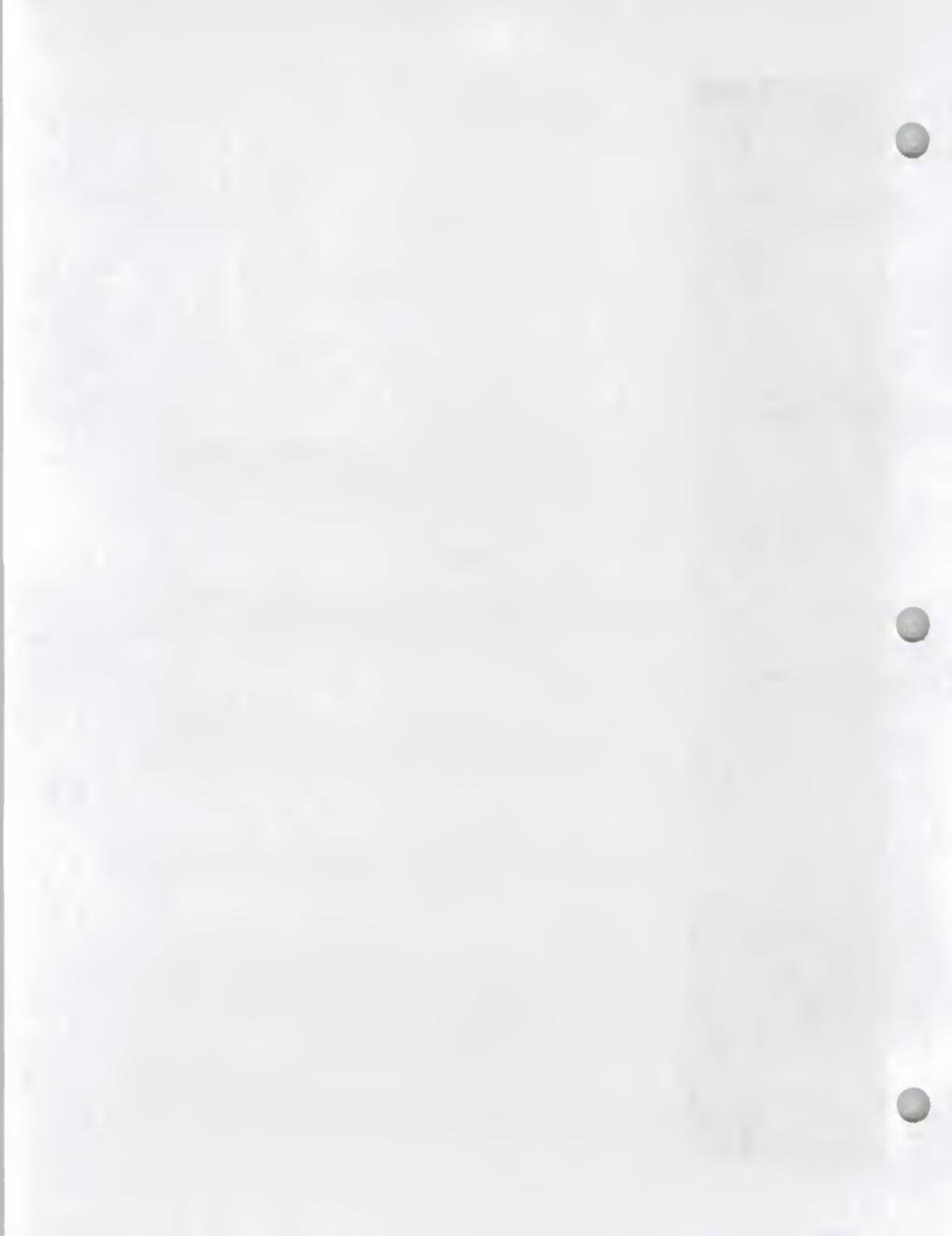
Convenient order and inventory management

Commerce Server features real-time pricing that supports a variety of payment methods and adds in applicable tax and shipping charges. VeriFone vPOS software is available for secure payment processing.

VeriFone vPOS

For the first time, this industry-standard payment software is bundled with an Internet selling solution. When coupled with payment software available from your choice of financial institutions, vPOS gives you an integrated, comprehensive mechanism for handling credit card transactions securely over the Internet. vPOS communicates directly with the financial institution to effect authorization, capture, and other payment functions.

In contrast with other Internet selling solutions, Commerce Server does not tie you to a specific payment-processing method. Microsoft continues to work with third parties to provide support for payment in multiple forms, including emerging payment methods.



VeriFone vPOS is a flexible point-of-sale application that enables merchants to process Internet payments securely. vPOS accepts order information from a secure HTML form or a wallet application, and then processes the transaction by communicating with an acquiring bank's gateway via the Secure Electronic Transaction (SET) protocol. Credit card transactions are routed to the acquiring bank for immediate authorization; no manual processing is needed. vPOS also includes payment reporting and management capabilities, allowing transaction functions such as capture, returns, credits, and reversals, and generating terminal and host transaction reports.

Before "going live" with vPOS, you can test the functionality with your Microsoft Commerce Server store by exercising transactions through a test gateway. When you are ready to deploy live online transactions, you establish a relationship with a bank. Your bank will assign you a merchant ID, public key certificates, and bank-specific vPOS software to complete the connection to the bank's own host system.

Flexible order processing

Commerce Server provides an extensible applications programming interface (API) architecture that enables your company to integrate incoming Internet orders with existing legacy or third-party systems for inventory management, tax, shipping, and fulfillment.

Real-time pricing

When a buyer selects a product on a Web page, the price of the product is verified by an instant database look up. Basic shipping and handling calculations are built in, and these price components can be extended through the use of third-party software. Microsoft is working with many software vendors to add functionality throughout the order-processing cycle.

Taxes can be added into the pricing in either of two ways:

- By using the simple, built-in tax calculator that works for U.S., Canadian, European, and Japanese markets
- By integration with Taxware or other third-party tax software for more advanced tax calculation

The simple U.S. tax component is intended for evaluation purposes.

Shipping options

Commerce Server version 1.0 has basic shipping calculation and look-up capabilities built into the product. The shipping component can calculate shipping costs based upon varied factors: a fixed amount for any order taken, the sum of items on a particular order, or a look-up cost in a database. In addition to shipping, handling is also computed in the order pipeline within Commerce Server. Handling costs can be calculated in a manner similar to shipping.

Commerce Server includes a set of applications programming interfaces (APIs) for extending the order-processing functionality. For example, both shipping and handling can be extended to offer more functionality through the use of TanData's Progistics software or other third-party software.

Order routing and tracking

As an option, Commerce Server can integrate existing fulfillment systems with a variety of order formats and transports (EDI, e-mail, and others). The system also offers a number of choices for tracking orders and reporting on their status.



Inventory management

The extensible inventory management feature accommodates multiple levels of inventory integration. For example, you can choose integrated inventory control with your existing inventory management system, dedicated inventory control that works by decrementing the database for each order coming into the online system, or no inventory management control.

Promotion-based merchandising

Promotion-based merchandising, one of the greatest strengths of Commerce Server, is a vital and powerful tool in Internet commerce. Your company can quickly create targeted discount promotions based on detailed user tracking, and analyze the promotion results for future planning. This new technology enables you to offer your customers attractive sale prices, improve your product strategy, and provide a customized environment for each individual buyer.

Customizable buyer data and data-management tools

With Commerce Server, you can collect and store buyer data, manage membership accounts, and create customized site reports.

Buyer data

Through a customizable HTML form, you can collect any details you want about individual customers: age, gender, address, hobbies and special interests, and so on. You can keep track of an individual buyer's purchase record and number of visits to your online store. From this information you can generate individual consumer profiles that, in turn, can be used for compiling mailing lists, making personalized promotional offers, and customizing the shopping experience.



Membership management

As an option, you can offer memberships in your online store. Commerce Server will support membership accounts, password log-in, and membership discounts.

Analyzing Store Activity

You can use any standard reporting tool to generate data on sales, traffic, demographics, and other statistics. Graphic displays present the data in easily readable form. You can use the data for informed decisions about future product presentation, promotions, and other features for your Web site.

Targeted promotions

Commerce Server supports sale pricing, volume discounts, member discounts, featured products, cross-selling, up-selling, and replacement promotions.

For example, sales promotions can be:

- Aimed at buyers of a particular age range or living in specified ZIP code areas.
- Customized to reflect data on an individual customer's purchasing history.
- Configured to last for a limited time only ("Offer valid until December 31," or the like).
- Geared for the quick sale of inventory that needs to be moved.

A powerful system for online business

The ever-expanding reach of the Internet presents opportunities and challenges for today's businesses. Maintaining an online presence requires you to be alert and nimble. Commerce Server gives you the flexibility to meet changing conditions in the online market and the power to make your message heard.

Flexibility Through Extensibility

One of the most valuable qualities of Commerce Server is its flexibility. The open architecture supports multiple configurations, and the system is thoroughly extensible, both by integration with other Microsoft technologies and through third-party components.

Moreover, Commerce Server is the only online commercial solution that gives you database schema independence. This can save you from the costly, and sometimes messy, process of changing your product database setup.

Published APIs

Microsoft makes its Commerce Server technology available through published application programming interfaces (APIs). This means you can integrate existing components; for example, a legacy system that handles credit-card settlement through your preferred financial institution. It also means that you or any third-party company can build custom components that plug into Commerce Server.

The order pipeline

A good example of the extensibility of Commerce Server is the *order pipeline*, the sequence of steps through which orders are processed. These steps include the passing of information from customers to Commerce Server about items they want to buy; the passing of information among components within the server; sometimes, the passing of further information about price adjustment, tax, and shipping costs from the server to the customer; and so on until an order is completed.

The order pipeline can be customized at any of its stages. You can use standard components as they are, manipulate them, or install third-party components.

For more information about the order pipeline and order-processing



IP*customer.link -
Business-To-Business
Sales Management



IP*customer.link leverages the low-cost and global accessibility of the Internet to provide businesses a complete sales management system.

IP*customer.link features:

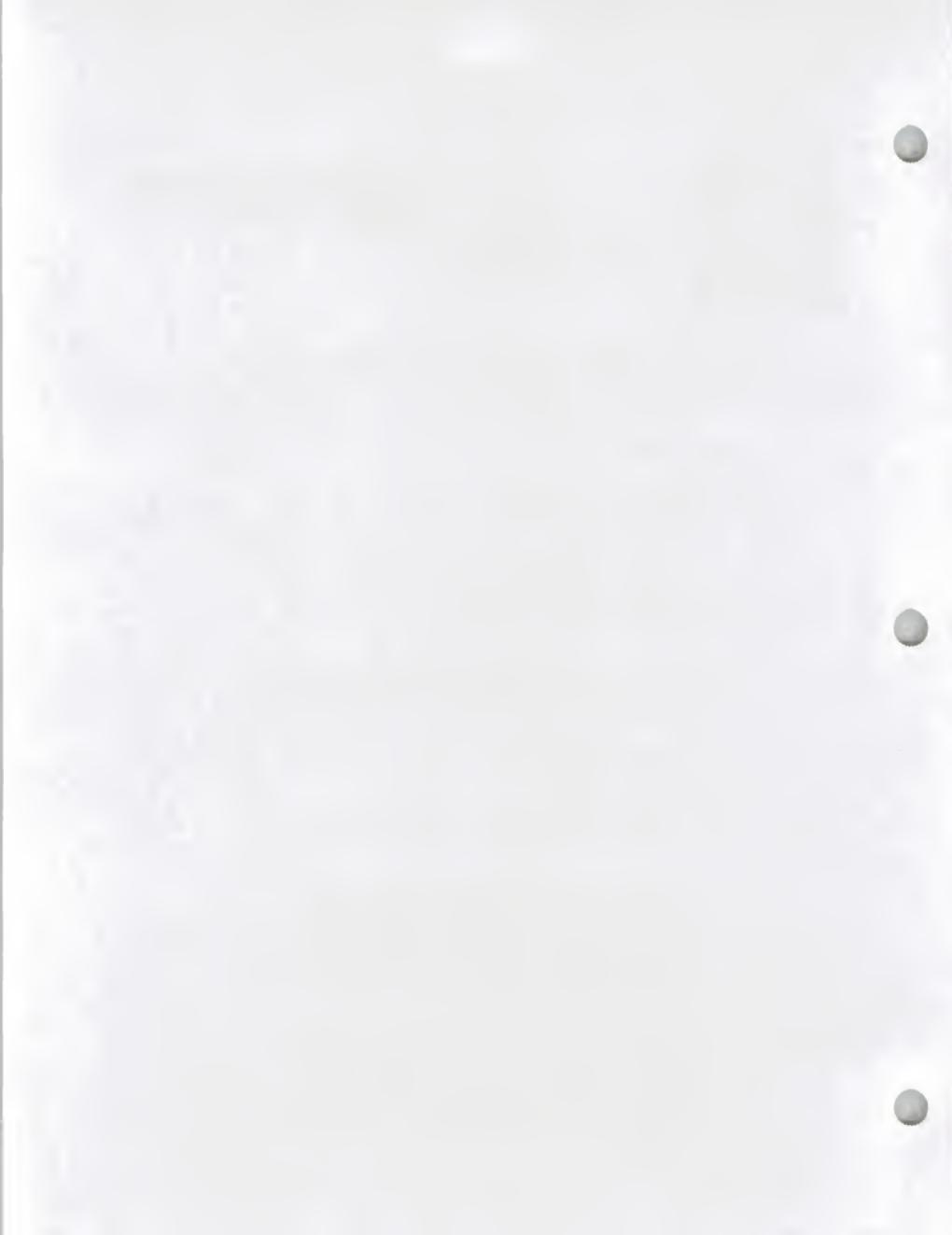
- Customized order guide
- Multimedia catalog
- Real-time data
- Customer credit and account information
- Supplier information
- Efficient search tool
- Secure transactions and data exchange

The IP*customer.link order guide is individualized for each customer and designed for quick execution of repetitive ordering tasks. Additional features include:

- Product preferences
- Custom pricing
- Product availability
- Immediate order extension and confirmation.

Through IP*customer.link's dynamic interface to host systems, suppliers can offer up-to-the-minute information about their products and services. IP*customer.link supports immediate product allocation and host update processes. Other information can be updated on a scheduled basis.

Together IP*customer.link's functions offer the complete business-to-business sales management solution, helping businesses participate in the electronic commerce marketplace. For additional information about IP*customer.link, contact IPNet Solutions.

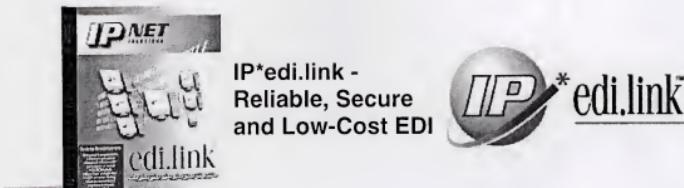


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IP*edi.link provides a low-cost and reliable framework for secure electronic commerce over the Internet.

IP*edi.link features:

- Support for all ANSI X.12, EDIFACT and custom EDI standards
- Multiple network support
- Configurable Transaction Routing
- Custom standards and network options by trading partner
- Custom preferences by trading partner and/or by user
- Built-in editing and balancing
- Comprehensive EDI activity reporting
- Secure data transfer
- Direct transaction entry
- Easy-to-use interface
- Online documentation
- Context-sensitive help



IP*edi.link takes advantage of low-cost Internet standards to provide the reliability and security of traditional EDI solutions while dramatically lowering the costs of entry and operation. IP*edi.link can actually reduce EDI expenses by as much as 90% when compared to Value-Added Network (VAN) usage fees.

By providing custom EDI transaction standard and networking options for each trading partner, IP*edi.link creates a smooth migration path to Internet-based Electronic Commerce. For additional information about IP*edi.link, contact [IPNet Solutions](#).

Plus, IP*edi.link features **Configurable Transaction Routing (CTR)**, which allows you to specify different transport modes for each transaction *for each trading partner*. For example, you can now send mission-critical transactions such as purchase orders and invoices through your favorite value added network, and less critical transactions, such as a 997 functional acknowledgement, through the Internet. And, you can customize your network configuration for each trading partner. We know of no other EDI product that offers this level of flexibility.

Take our [Online EDI Survey](#) so that we may better accommodate your e-commerce requirements.

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Transact: The World's Premier Enterprise Application for Internet Commerce

Internet commerce is no longer an option for market leadership. It's a requirement. That's why so many enterprises are turning to Open Market Transact™. The world's premier Internet commerce enterprise application, Transact is:



programming projects.

Comprehensive. Transact implements industry best practices for the entire Internet commerce cycle. In fact, Transact supports some of the most successful Internet commerce sites on the Web, including AT&T, Barclay's Bank, Time Warner Pathfinder, and Disney. Moreover, Transact supports the full range of business models — business-to-business, business-to-consumer, and information commerce — and allows businesses to offer physical goods, digital goods, and subscriptions. Delivered as an enterprise application, Transact can support every business without long and risky

Flexible. In use by over 1,000 businesses in more than 25 countries, Transact supports multiple languages, currencies, payment methods and business models simultaneously. The modular structure of the system allows it to grow with the evolving needs of your Internet business. Its object-oriented application program interfaces (APIs) allow it to be tightly integrated with other enterprise systems, unique payment gateways, and custom Web sites. And its unique, distributed architecture allows Transact to support multiple divisions, lines of business — even multiple companies — with a single Transact server.

Transact takes care of the complexities of Internet commerce so you can concentrate on running your business.

- [Page 2: Turning Web Sites into Web Businesses](#)
- [Page 3: Meeting the Challenge of Internet Commerce](#)



GLOBAL INTERNET TRADING

http://www.intertrade.net

World-class Internet Business Solutions







Extending Intranets Across and Beyond the Enterprise

Welcome to Rialto! The place where you will find the tools and expertise you need to build an infrastructure that can accommodate today's fast-changing market requirements. A place that offers flexibility in gathering knowledge from your existing information systems and moving it to the right place at the right time, safely and securely.

Rialto is Control Data's electronic marketplace - a series of solutions for business and government institutions who want to inject global intelligence into their intranets and transform these technology-driven resources into business-driven infrastructures. The objective is to provide three key benefits:

- Enable desktop users to more easily locate information within their enterprise.
- Enable institutions to secure their infrastructures and protect their resources.
- Enable institutions to cost effectively manage their infrastructure.

At the heart of Rialto, Control Data designs and builds infrastructure solutions that reflect the following forms of enterprise intelligence:



Consulting



Enterprise Messaging



Global Directories



Information Sharing



Managed Services

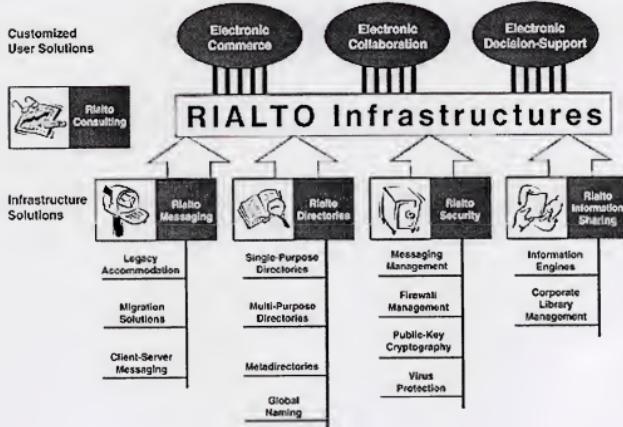


Security Services



The accompanying diagram illustrates how Rialto solutions relate with one another within a global infrastructure and to the client-server applications that deliver business-specific functionality to information users.

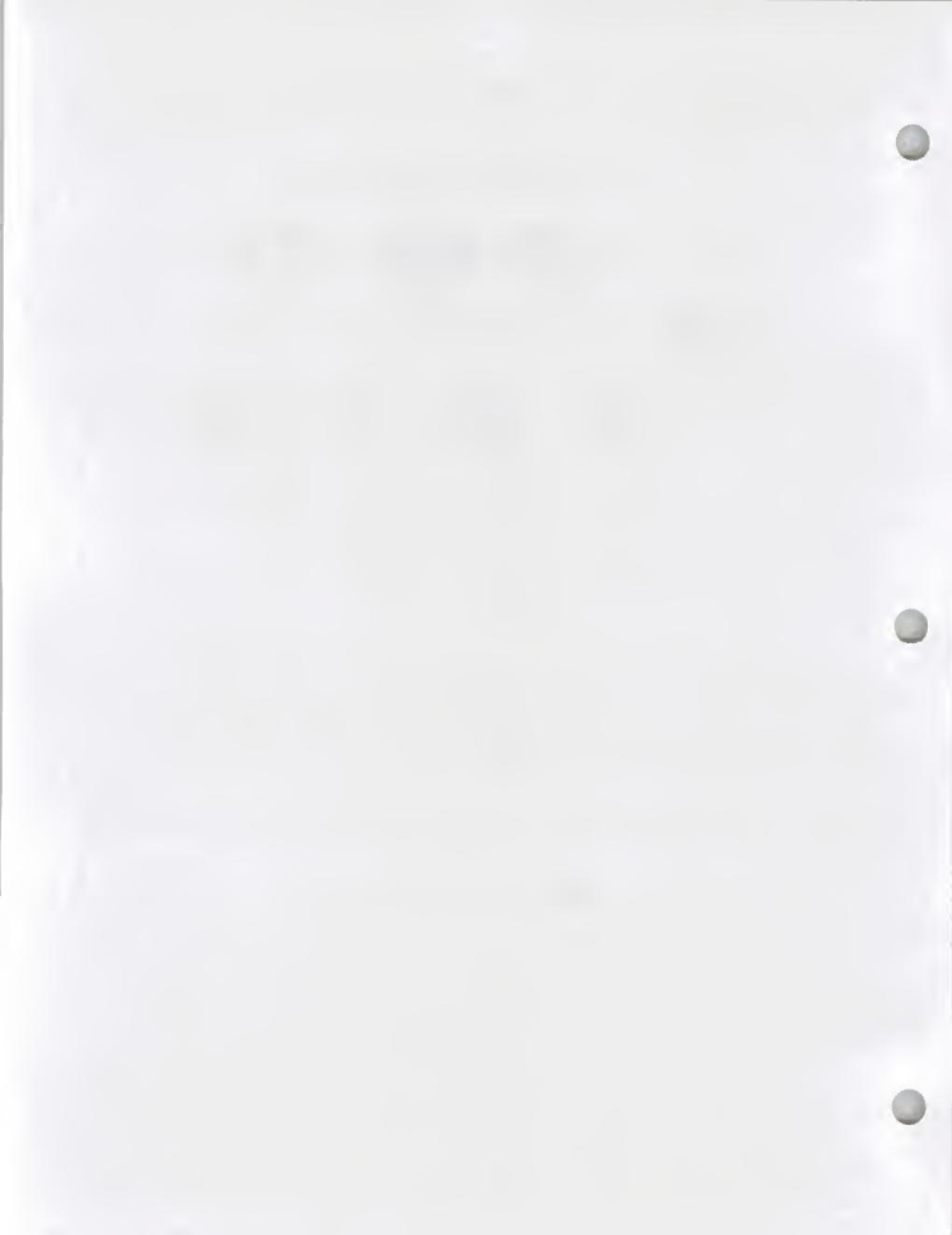
RIALTO Concepts



Control Data builds Rialto infrastructures as foundations that institutions can leverage to implement both enterprise and intercompany business solutions. In essence, Rialto infrastructures enable companies to pursue aggressive business strategies that require the implementation of sophisticated IT capabilities, including the use of electronic commerce, enterprise collaboration, and enterprise decision support.

[Consulting](#) | [Enterprise Messaging](#) | [Global Directories](#) | [Information Sharing](#) | [Managed Services](#) | [Security Services](#)

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Introducing Consultation Suites & Technology Labs A Unique & Innovative Approach to Exhibiting

e-Congress is proud to introduce a brand new forum that fosters an atmosphere where real business can be conducted and a serious dialogue established between vendors and users of electronic commerce. Rather than the hustle and hype of traditional trade shows where there is "more show than substance," exhibitors at e-Congress '98 will be located in a series of Private and Shared Consultation Suites & Technology Labs adjacent to the conference session rooms. Delegates will have the opportunity to:

- Sit down and meet with leading providers of electronic commerce technologies in a quiet atmosphere free of trade show gimmicks and giveaways.
- Strategize with electronic commerce experts on your particular EC needs and goals.
- Establish meaningful partnerships with the top vendors in the industry.
- Test drive the latest and greatest electronic commerce technologies.

All in a setting highly conducive to doing serious business.

Expect to see electronic commerce technologies and solutions in the e-Congress Consultation Suites like these...

- Access Control
- Advertising/Promotion
- Commerce Integration
- Database Servers
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- EDM/PD Management
- Electronic Commerce Software
- Electronic Data Interchange (EDI)
- Electronic Funds Transfer (EFT)
- Electronic Procurement
- E-mail/Messaging
- Encryption/Decoding Hardware & Software
- Financial Services
- Firewalls
- GroupWare

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Deloitte & Touche Consulting Group

Deloitte & Touche Consulting Group provides the solutions that enable businesses to operate with greater effectiveness. Our solutions

are based on the in-depth knowledge and technical expertise of our consultant team. We develop practical and cost-effective solutions that result in efficiency and a financial boost for our clients. We are a member of Deloitte Touche Tohmatsu International (DTT), a global leader in



professional services with 63,400 people in more than 126 countries.



The Association for Electronic Commerce Professionals International, Inc. (AECPI) is the only association chartered specifically for the support, edification and to advance the cause of the EC/EDI professional as an individual.

The AECPI was formed by EC professionals for EC professionals. The core elements of the corporate charter encompass essentially any services which are deemed by the membership as valuable and contributory to the professional growth of the membership.



CommerceNet is a unique, not-for-profit global research and business development organization whose mission it is to develop the next generation of electronic commerce, and create business opportunities for members. CommerceNet focuses on pre-competitive global and industry-wide issues that allow members to gain a unique perspective on electronic commerce business, market and technology directions. The organization creates value by providing research on the next generation of electronic commerce, enabling its 500+ members worldwide (vendors and end users) to jointly work on key issues relating to electronic commerce, prototyping and piloting next generation electronic market places and capitalizing on emerging business opportunities. CommerceNet's global perspective, open and collaborative membership, value-added services, technology research and relationships with market and technology leaders are setting the framework for the emerging Internet marketplace.

Official Media Sponsor



EC.COM magazine is edited for technical and corporate management who find it essential to keep pace with the technical and business issues/strategies relating to the converging technologies of Electronic Commerce. These enabling technologies and standards include; EDI, the Internet/Intranets/Extranets, e-mail/messaging, Workflow, Groupware and Content Management. Editorial content provides articles, case studies, columns as well as specific EC technology departments. Staff written as well as authorities from various EC technology fields address planning and implementation needs for a wide range of commercial market segments and key government agencies. EC.COM has been endorsed as the official magazine of CommerceNet.



The Financial Services Technology Consortium (FSTC) is a not-for-profit consortium of banks, financial services providers, technology companies, national laboratories, universities, and government agencies working together to enhance the competitiveness of the U.S. financial services industry.

FSTC sponsors project-oriented collaborative research and development on interbank technical projects affecting the entire financial services industry. Particular emphasis is placed on payment systems and services, and leveraging new technologies that help banks cement customer relationships, boost operational efficiency, and expand their market reach.





The Interactive Services Association is the leading association devoted solely to promoting and developing consumer interactive services worldwide. The entire interactive industry is represented among its over 300 members including Internet and online services, interactive television and entertainment, screen telephone, interactive telephone, interactive marketing, electronic commerce and interactive gaming.



Jupiter Communications is a new media research firm that helps companies make intelligent business decisions about consumer interactivity. Focused exclusively on how the Internet and other technologies are changing traditional consumer industries, Jupiter's Strategic Planning Services (SPS) deliver a continuous flow of analysis, primary data and market projections. SPS offers companies investing in new technologies a framework for realizing return on investment—both for new lines of business in mainstream media, entertainment, commerce and marketing, as well as for Internet- and technology-based startups.

 **Mainspring** **Mainspring** is an Internet strategy advisory service analyzing the business impact of Internet initiatives. By delivering incisive analysis and keen insight into the business issues, Mainspring helps business and technology executives optimize their Internet strategies for enterprise-wide results.

Unlike traditional research organizations, Mainspring's Internet business strategists deliver candid, "real-world" analysis based on comprehensive case studies, industry trends, benchmarking data, and expert business acumen. Executives benefit from specific "Points of Reference" to assist them in justifying the business value of their Internet initiatives while broadening their competitive intelligence.

Mainspring can optimize your Internet strategy for business gain. Explore our service today at www.mainspring.com.



OBI (Open Buying on the Internet) is an open, vendor-neutral, scalable and secure standard for conducting business-to-business Internet commerce. The OBI Standard is the result of work conducted by a group of Fortune 500 companies and their key suppliers of high-volume, low-dollar goods and services. The work was initially funded by American Express and facilitated by Supplyworks (www.supplyworks.com) and led to the development of a generic set of requirements, an architecture, and an exact technical specification. It also led the creation of the OBI Consortium, a non-profit users' group representing the business-to-business Internet commerce concerns of buying and selling organizations, technology companies, and financial institutions.



Founded in December 1996, the **United States Internet Council** is a policy forum linking "Internet-friendly" state legislators with their colleagues in Congress and with leaders from the Internet corporate community. The Council's primary mission is to inform the policy debate on key Internet issues and advance public policies to foster the continuing growth and success of the Internet.



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INDUSTRY LINKS

ECOMMERCE DEMO

WEBtropolis Product Suite

To understand the WEBtropolis methodology, which is based on sophisticated links to relational databases and other back-end objects, it is useful to conceptualize three layers in the development of a WEBtropolis site. The triangle image below gives a visual representation of these layers.



At the base of the triangle is the **WEBtropolis Framework**. The framework layer represents the core technology and includes a series of stand alone tools which are able to accomplish a variety of tasks. These tasks might include: user authentication, object integration with the web server, database access, transaction processing, search engine, payment gateway processing, auction creation and other advanced web site functions.

At the center of the triangle are the **WEBtropolis Applications**. Quite simply these applications are a combination of framework tools which work together to perform a coordinated function such as an ecommerce or auction site. All WEBtropolis applications listed share many common elements yet their function can be quite different. Our most popular applications include ecommerce (ORDERnet), auction (AUCTIONnet) and Intranet/database integration.

At the top of the triangle is the **WEBtropolis Business Interface**. This final layer allows WebVision to customize

WebVision, Inc.
19950 Mariner Ave.
Torrance, CA 90503
(1800)932-8840
fax: (310)793-4462



the front-end of the WEBtropolis application for a particular customer or industry. The front-end business interface is written in simple HTML/graphics. The front-end HTML calls on the framework tools within the WEBtropolis application to provide intelligent processing for the information collected at the interface. This feature allows developers to quickly change the graphical look of a site without having to adjust its powerful information processing programs on the back-end.

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CARAVAN



Integrated Electronic Commerce Solutions
for Global Business



LOCATE:



What is Caravan?

Caravan is an open client-network software integration initiative (technology) that allows non-EDI capable companies or businesses with legacy software and hardware environments to use the Internet for business to business exchange of electronic documents. It will assist large companies in distributing EDI capabilities to small trading partners, and create a central hub where small trading partners can exchange data.

What is Caravan?

How Caravan Works

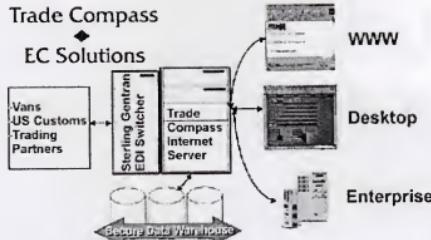
Services: A Total Electronic Commerce Solution

How Caravan Works.

- *From the Web to the Desktop*

Caravan extends Trade Compass beyond the browser to desktop applications which can integrate with existing accounting and business applications. Through the Web, existing business forms can be translated into electronic counterparts with relative ease. The data from these forms can be connected to purchasing, procurement, and logistics applications thereby eliminating paperwork and saving on data entry costs. Trade Compass Caravan is the next step in this process.





- *Industry Standard Partners*

Caravan brings together industry standard software from Sterling Commerce, networked data warehouses from Microsoft, and trading partners around the world; creating a secure network through which all types of electronic commerce can flow. Caravan technology is built to industry standard specifications, such as ANSI X-12, and UN EDIFACT; constructed with industry standard technology from Sterling Commerce, and Microsoft; and supported by vendors such as Freightdata 2000, Unz Corporation, Integrated Trade Solutions Inc., OCR Inc. and other global trade and logistics software developers.

- *A Secure Network on Top of the Internet*

Caravan creates a virtual private network on the Internet, which allows trading partners to communicate securely with each other. This network provides accountability, certification, and authentication of trading partners. Public Key Encryption is used to protect sensitive transactions, and verify the identity of all users.

- *Support for Windows Applications*

Through ActiveX technology from Microsoft, virtually any 32 bit Windows application can be EDI enabled to utilize a number of Trade Compass services directly from the desktop, without opening a web browser. Caravan will utilize the enabling technologies of Microsoft Corporation, Sterling Commerce, Trade Compass and other third party software developers to allow any trading partner with access to the Internet to engage in electronic commerce.

- *A Central Hub for Communications*

Trade Compass Electronic Commerce Center and Logistics Management System (LMS) act as hubs and brokers for sharing information and moving goods between companies.

The Trade Compass Electronic Commerce Center provides a low cost, easy to use service designed to meet the requirements of both a hub and its trading partners.



- *Business Opportunities*

Companies of all sizes are able to increase profits, decrease costs, reduce lead times, and catch data entry errors through the use of Caravan technology. Large companies can now incorporate a greater percentage of their trading partners by minimizing the effort and investment necessary for smaller partners to transmit electronic transactions. Large companies will be able to use strictly EDI transactions instead of paper documents, and small companies will be able to use the World Wide Web or desktop applications to connect to the system.

Services: A Total Electronic Commerce Solution

- Daily EDI operations including inbound, and out bound EDI Processing and data warehousing.
- Application mapping.
- Trading partner management and set-up.
- Connections to established VANs, and government agencies.

Join the Caravan

Interested in seeing how CARAVAN can benefit your business? [Click here](#) to request more information.





Freightdata 2000®

Windows 95 and Windows NT freight forwarding software since 1979

Awaiting

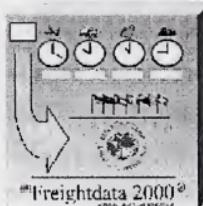


Approval

30 Day trial offer on our Windows 95 & NT software.

Freightdata 2000 has just finished two and a half years of complete re-programming to bring you the new 1997, 32 bit versions of our software packages for Windows 95 and Windows NT for less than \$600 (Personal Edition - Single User).

"Version 4.5.4
Released 18 Jan 98"



"Version 2.3
Released 17 Dec 97"



"Version 4.5.4
Released 18 Jan 98"



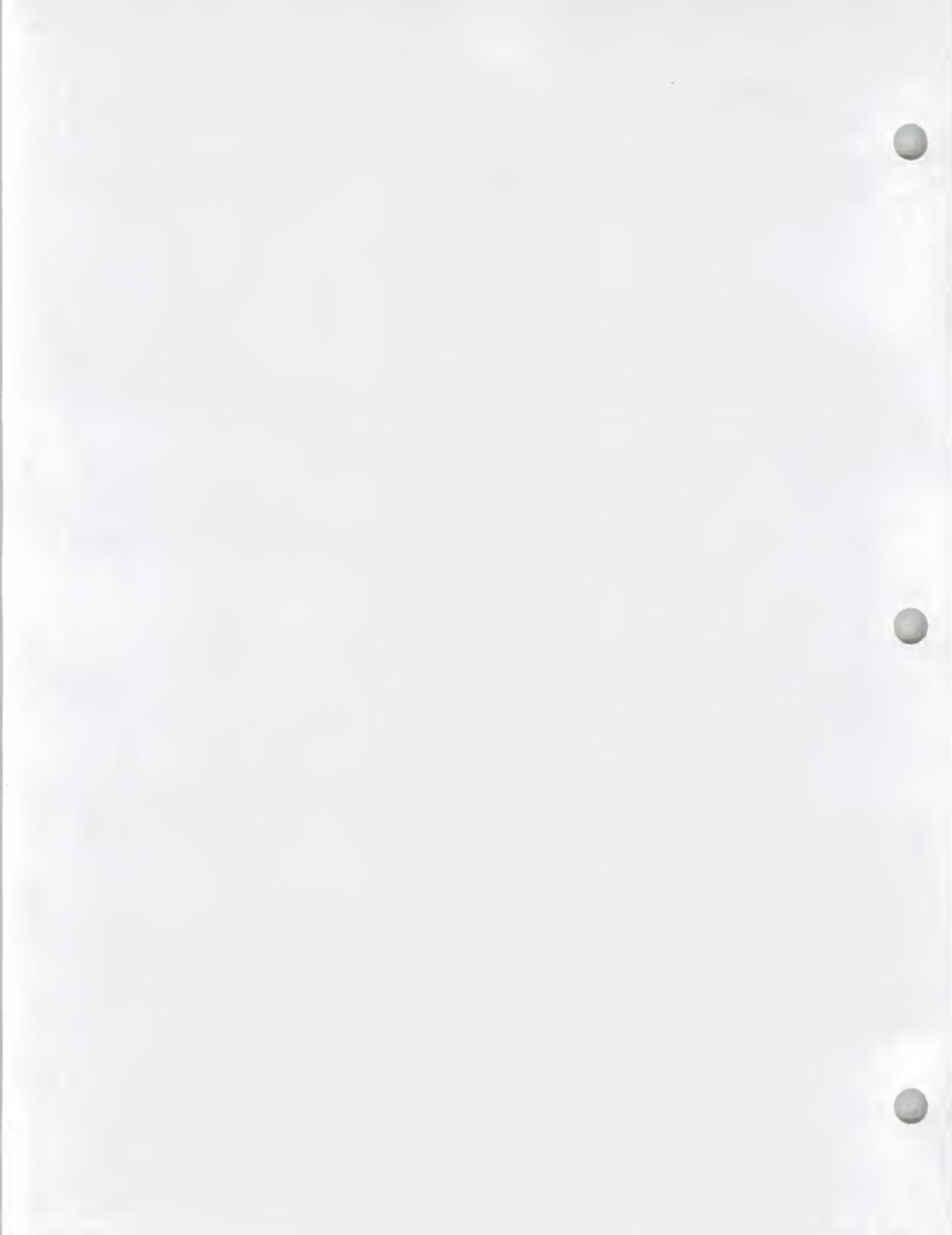
["Click here to see Freightdata 2000"](#) ["Click here to see Tariff Quote"](#) ["Click here to see Freightdata Professional"](#)

- Products can be used separately or linked together.
- Products come with all third party "links" included. Links that allow the software to be tailored exactly to your business needs.
- Generally, The Freightdata 2000 software product is a desktop operating system for Freight Forwarders, Shippers, Exporters, Brokers etc and the Tariff Quote software product is an add on designed for anyone who needs to be able to quickly quote local or international tariff rates (eg: Shippers, Transport Brokers, Couriers etc), however there are many customers in Shipping, Forwarding and Transportation that use both products together on their PC or Network.
- **LATE BREAKING!** Freightdata (Professional Edition) comes with 'Tariff Quote' included and a 'Job Costing/Tracking' Program as well.



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Marketer Pro

Marketer Pro is a Windows-based client/server loan origination, processing and tracking system.

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network

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SMARTTIME SERVICES***How do you make the world a smarter place?**One person at a time.*

SmartTime Network is a leading provider of e-mail, Internet access and personalized information services for smart telephones, pagers, hand-held computers and personal digital assistants. We provide our customers - *your* customers - with convenient, simple-to-use communication, information and transaction services customizable to their individual needs.



We develop our own content and aggregate content from some of the nation's most recognized and trusted information brands. We deliver the services your customers need most - right when they need them - to the devices they use every day. Whether e-mailing colleagues or checking a stock quote, customers rely upon SmartTime for superior services that are as individual as they are.

The smart way to go.

When you offer your customers services from SmartTime Network, you give them more value and generate incremental revenue. SmartTime provides users with information and services that are individually relevant, creating a positive experience that carries over to your brand. The result: enhanced customer acquisition, stronger, longer relationships that tether your customers and increased recurring subscriber revenue. What could be smarter?

*The total solution*





Smart Time provides clients with total business solutions. Marketing, subscriber acquisition, enrollment, services operations, billing, customer service and retention - all from a single, flexible source. In fact, A to Z capabilities are the reason Regional Bell Operating Companies, PC and consumer electronic device manufacturers, wireless and hand-held companies choose SmartTime to help achieve - and surpass - their business goals.



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A horizontal banner with the Itron logo at the top. Below the logo, the words "products & services" are written in a large, stylized font. At the bottom of the banner are three buttons labeled "EMR", "GET SHOCKED!", and "GENESIS BY ITRON".

Itron systems provide new opportunities and capabilities to utilities while leveraging existing technology infrastructures. Itron establishes unique ways to reduce costs, pare down capital expenses, create new revenue opportunities and provide competitive advantages to clients.

Genesis by Itron. From consolidated billing and time-of-use rates to home automation, outage detection and usage profiles, Genesis by Itron solutions provide utilities with an impressive array of new products and services to satisfy the changing demands of their customers in an increasingly competitive environment.

Electronic Meter Reading. Itron Electronic Meter Reading (EMR) systems can handle the needs of all meter reading operations. These range from applications requiring as few as one handheld to those needing 5,000 or more. Itron EMR systems eliminate duplicated effort, increase meter reader productivity and consolidate all meter reading data collection into one extremely efficient and secure system.

[EMR](#) | [Get Shocked!](#) | [Genesis by Itron](#)

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**QRS****Keystone**Catalog Services
For Retailers[Click here to
download demo](#)

**The retail industry's most comprehensive product
information database.**

*"A keystone is something on which associated things depend
for support,"*
(Webster's New Collegiate Dictionary).

QRS Keystone, Catalog Services, was QRS' premier product and remains the keystone to our other value-added services.

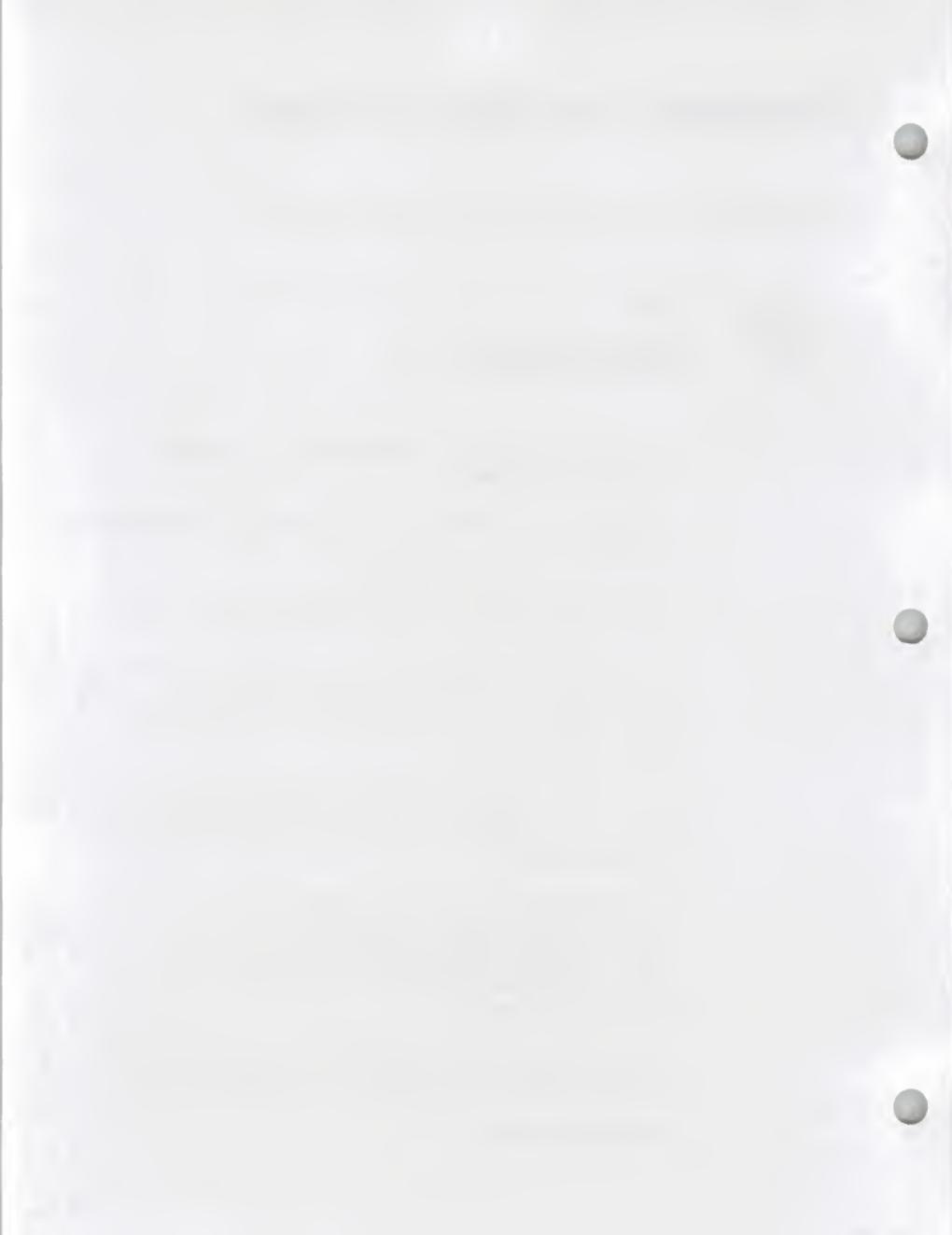
Dissemination of product information between manufacturers and their retail trading partners must be accurate and timely. The traditional methods of phone calls and faxes are time consuming and resource intensive. An electronic U.P.C. data base, accessible 24 hours a day, is the solution.

QRS introduced the first independent product information data base, using the retail industry standard U.P.C. numbering system, in 1988. Today, QRS Keystone has over 50 million products from over 1600 manufacturers.

A centralized data base such as QRS Keystone is a critical component in improving the flow of merchandise from the manufacturer to the retailer's selling floor and ultimately to the consumer. With QRS Keystone, accurate up-to-date product information is available when the retailer needs it, eliminating weeks from the order cycle time.

QRS Keystone is a Windows based application providing a critical link between retailers and manufacturers. Accessed by nearly 125 of the leading retailers, QRS Keystone is a competitive tool for success.

Using QRS Keystone



After assigning a U.P.C. number to each item, the manufacturer organizes and sends the data, via an 832 EDI transmission, or tape to QRS to be loaded into QRS Keystone. Changes to the data can be made on a daily basis. Retailers with access to a manufacturer's data can view and download the data once it has been added or updated. Automatic update capabilities ensure the most recent U.P.C. data will be in your EDI mailbox quickly.

Interfaces with QRS Keystone

There are three methods to access the data from QRS Keystone: through the mainframe system (CICS), through the Windows application, and through ROAR (Realtime Options for Access and Retrieval). ROAR is QRS's proprietary computer to computer communication interface system providing retailers with a method of data retrieval from QRS Keystone via their own host.

There are four main systems within a retailer's organization that utilize the product data from QRS Keystone. These are: Purchase Order, Inventory, Receiving, and Point of Sale. Each of these systems extract information from QRS Keystone and feed that information into an internal item file. Using ROAR, these systems can talk directly to QRS Keystone, accessing the information immediately when it is needed.

Why this customer chose to use ROAR.

Requirements to run QRS keystone

- 486 processor/33 MHZ
- 8 MG RAM (minimum)
- 14.4 Baud Modem (minimum) if dial connected
- Windows 3.1 or Windows for Workgroups

The Sports Authority

"Before using ROAR, it would take a full eight hours to create 250 SKUs. Today we can do that same number in less than 20 minutes using ROAR." Duane Payne



How QRS Keystone Works For You

Features	Benefits
<ul style="list-style-type: none">• On-line access• Ability to view multiple catalog functions at the same time• Selection criteria filters at all levels• Subset creation• P.O.S. scanning error reconciliation• Automatic update profiles• Twenty-six extended data elements to identify products such as Trade Name, Availability and Booking Dates, Currency, Fabric Descriptions, Ordering Criteria, Physical Dimensions and many more	<ul style="list-style-type: none">• Quick and efficient identification of styles and U.P.C.'s• No need to keep toggling from screen to screen, makes using QRS Keystone more efficient• This allows the user to tailor the data to only what they are interested in viewing, saving time and money• Ability to down load specific data, down to the U.P.C. level quickly and easily• Saves time and money by eliminating errors at the store level• Efficiently receive changes/updates to a vendor's catalog within the same night the changes were loaded• Decreases the manual time needed for item set-up by providing a central repository for this additional item information



Why this customer chose to use QRS Keystone.**Federated Department stores**

In 1992, federated Department stores announced a program called FASST, federate Accelerated Sales & Stock turn. The program includes automatic replenishment, QRS and EDI, using QRS Keystone and network services.

"U.P.C.'s are the foundation for QRS technology. Through our U.P.C. catalog, vendors are able to communicate product information to us electronically. Federated has over 1500 UCC block ID's loaded from QRS Keystone and with the help of QRS we intend to add many more. We have seen very positive results." *Lisa Lichtenberg*

Esprit de Corp

In the fashion industry, where styles are constantly changing, it is critical to have a central data base that houses all U.P.C. information. Esprit explains how QRS Keystone helps save both time and money.

We do not have enough staff to send paper or tapes to each retailer as these methods are very resource intensive. QRS Keystone enables us to communicate with our retailers electronically, reducing our labor costs and allowing our limited staff to work more efficiently."

Call QRS today at
1-800-UPC-WORD or E-mail us at
QRS@e-mail.com, for more
information about QRS EConnect
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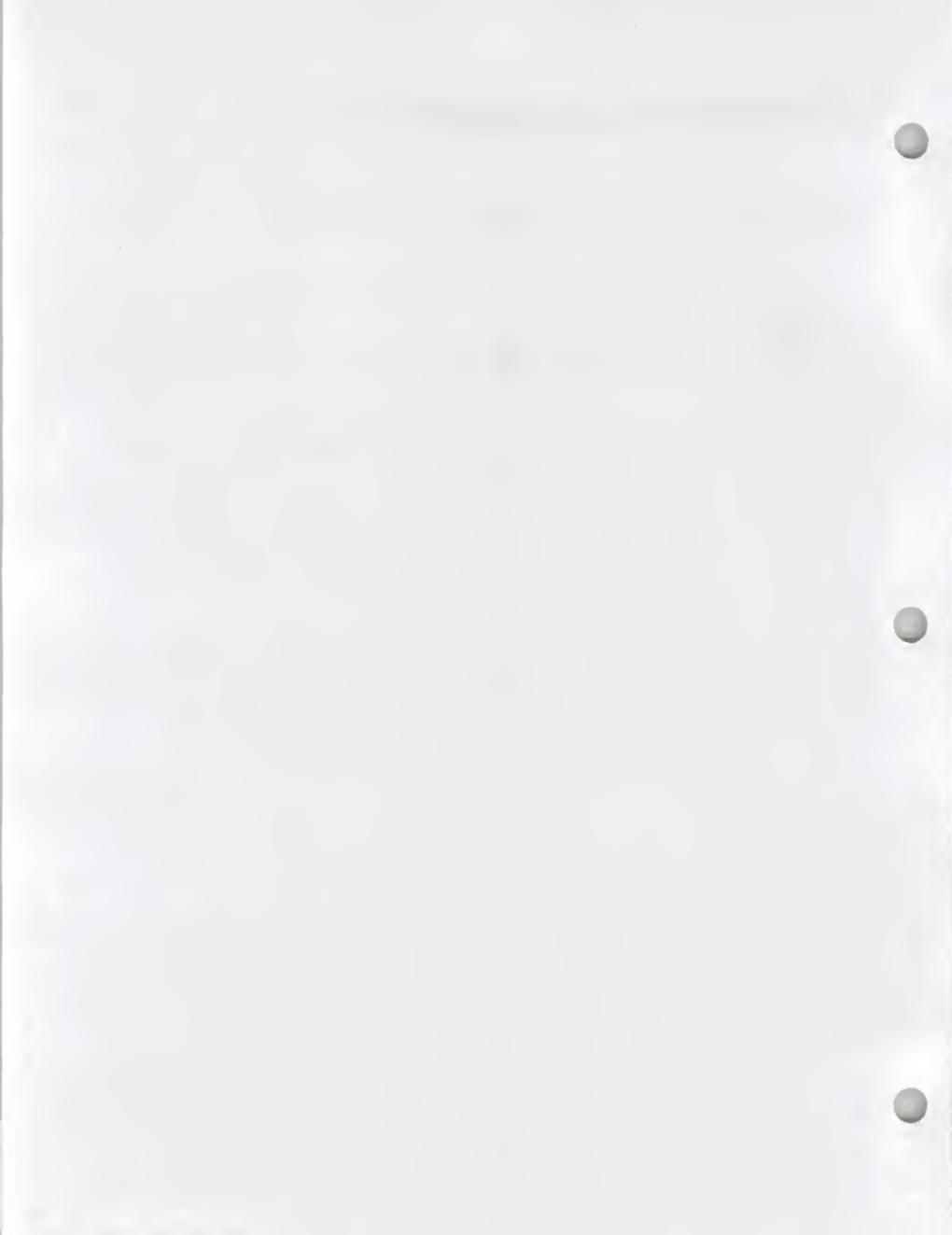
**QRS Catalyst: Management tools that transform sales data
into actionable information.**

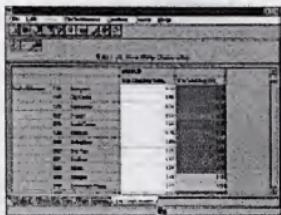
Are you tired of looking for consumer trends in stacks of paper?

*Do you need a tool to efficiently identify changes in the market and
track trends?*

QRS Catalyst provides the information you need to improve revenues and maintain consumer loyalty by providing the best merchandise mix. Make an impact in business with QRS Catalyst.

QRS Catalyst, the newest service in QRS' group of Inventory Management Services, enables users to track which products are selling. This data can be tracked in several levels;



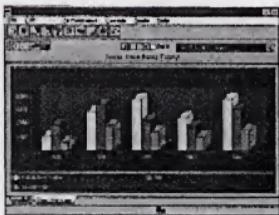
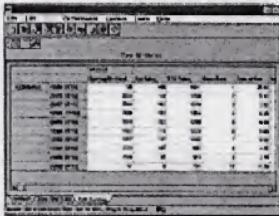


*Traffic Lighting
quickly identifies
the winning
products and
location*



1400 Marina Way South
Richmond, CA 94801
(800) UPC-WORD
QRS@qrsi.com
www.qrsi.com
NASDAQ: QRSI

*Top 10
performers
by store*



*Graph product
performance
over time*

by U.P.C. and store location or at the total partnership/product category level. Whatever type of data the user needs.

Benefits:

Exception management tools to move from paper stacks to business impact

- Traffic Lighting: Quickly highlights a products performance by store location
- Filtering Capability: Focuses on key performance measures
- Sorting and Ranking: Identifies opportunities and challenges

Data can be customized based on your business requirements

- Create and save your analysis



- Customize sales and inventory calculations
- Supports nine levels of product categorization

Multiple levels of analysis

- Executive level corporate reporting
- Analyst level data

Analyze performance across your customer base

- Get a total picture of your business by viewing your data across your entire customer base.

Quality products and services from a company you know - QRS

- No capital investment
- Quick and easy implementation
- On-site training and continued support
- Data managed by QRS: your employees can focus on the business

Improve your business by having the information you need available at your desktop. Call QRS at 1-800-UPC-WORD today, for information on QRS Catalyst.

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Administrative email and confirmation email for submitted orders are sent to the email address you enter on the order form.

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[Italian WebStore 400](#)

Italian version sold exclusively by [Roma 2004 Network](#)

[Win 95 Setup File Utility](#)

Create your store's Perl setup file with *VailSoft's* Windows application.

[User Links](#)

Listed links are active *WebStores*, not demos. Please take care when visiting.

[WebStore Mailing List](#)

New software releases and price discounts are announced here first.

VailSoft's Win 95 Setup File Utility for WebStore 400

[Top of Page](#)

VailSoft's Setup File Creation Utility simplifies the process of configuring *WebStore* setup files, allowing you to create, modify, save, and access an unlimited number of *WebStore 400* setup files.

Preview your *WebStore*'s Category and View/Modify tables with the web browser(s) of your choice anytime during the design phase. Configure up to three preview browsers.

WebStore setup files can be generated **with or without** variable comment lines.

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Proposal

to

NTT Data

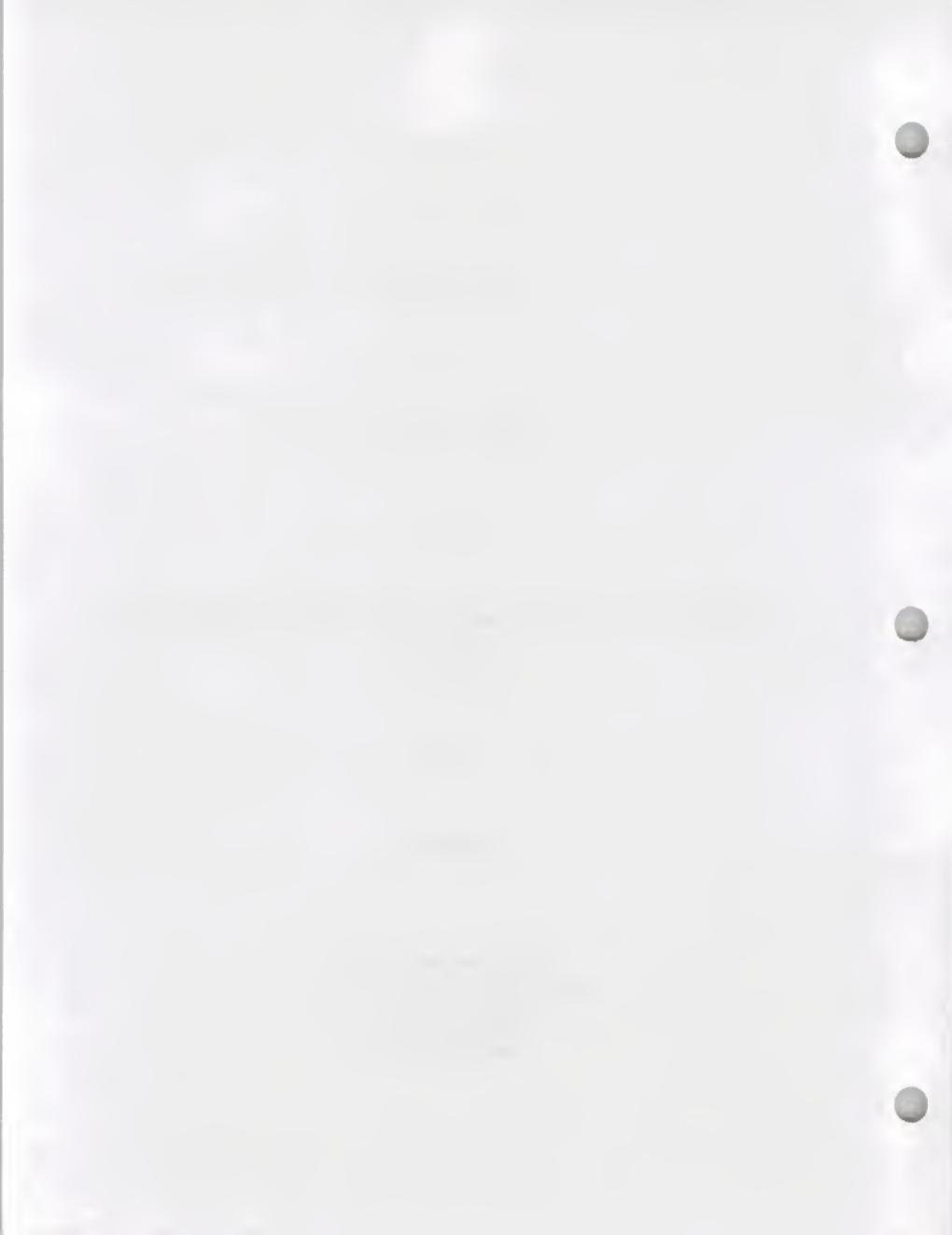
for

**Identification of Internet Commerce Products and
Services**

from

INPUT

**1881 Landings Drive
Mountain View, CA 94043
650 528-6311
wh@input.com**



Summary

This analysis will help NTT Data in its selection of products and electronic commerce investment alternatives. The analysis will provide NTT Data an understanding of the current scope of the electronic commerce products and services market.

Objectives

Identify and provide information on at least 50 products and services currently offered for Internet commerce

Scope

The analysis will concentrate on US products and services for use in Internet commerce. Products from companies outside the US will be included where these are found.

The study will attempt to identify the phase(s) of the commerce cycle at which the products are targeted.

For the purpose of this study the commerce cycle phases that will be identified as:

- Marketing and Product Evaluation
- Sales and Purchasing
- Logistics (including planning and delivery) and Receiving
- Billing and Collection/Payment
- Customer Support and Operation
- Horizontal Products (e.g. Security)

Wherever possible the analysis of the products will also identify if the product is designed for use by the buyer or by the seller in an Internet commerce transaction.

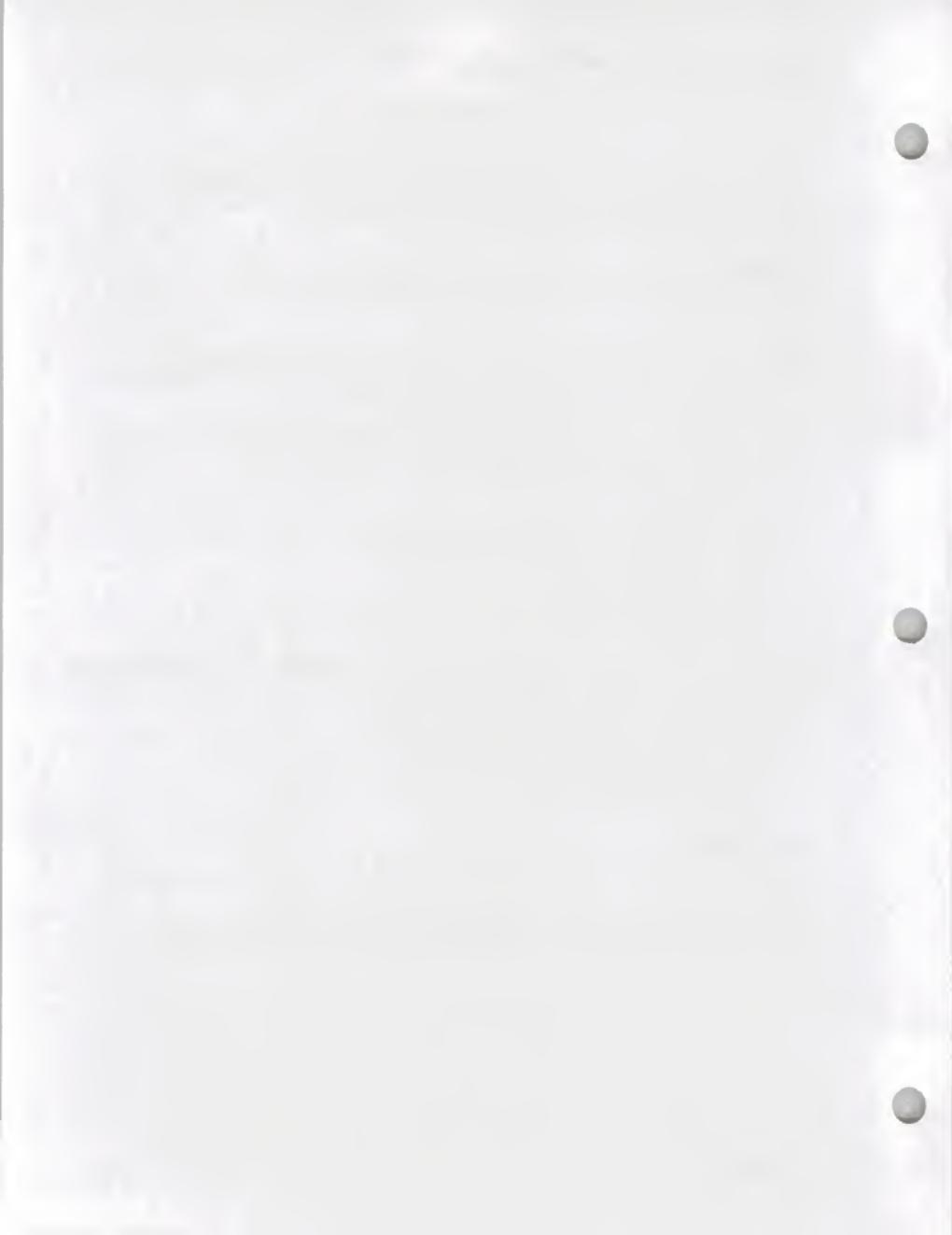
For each of the products the following information will be supplied:

- Brief product description (maximum of half a page)
- Vendor name and contact information
- Web-site URL, if available

Methodology

The analysis will be based on Internet-based research plus research of existing INPUT files and research studies.

Vendors will be contacted by phone or email and asked to supply copies of product literature.



Deliverables

The final analysis will include :

- List of products and services identified for each phase
- Brief description of each product plus vendor details
- Background material found for each product plus any product marketing material received from the vendors

The work will be performed on a best efforts basis and a weekly update of progress will be provided to NTT Data.

Provided authorization to proceed is given by Wednesday February 18th 1998 then INPUT will complete the work by 24th March 1998.

Fees

INPUT's professional fee for this project is \$30,000 (excluding applicable taxes).

One half of this fee (\$15,000) is payable on contract authorization and the remainder on delivery of the final analysis.

This proposal will remain valid until Wednesday February 18th 1998 , unless extended in writing.

Contract Authorization

To authorize the project as specified, please sign and return one copy of this proposal with payment of 50% (\$15,000) of the project fee.

The remaining 50% of the fee is due and payable on submission of the final set of product lists and information.

AUTHORIZED BY NTT DATA:

ACCEPTED BY INPUT:

Signature

Signature

Print Name

Print Name

Title

Title

Date

Date

